TRADE AND INDUSTRY

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Norway: a North Sea neighbour (1)

by T. Quinlan, First Secretary (Commercial), British Embassy, Oslo

Norway is known as the land of the midnight sun, the country of beautiful fjords and glaciers and is, of course, the home of the Christmas tree that stands in Trafalgar Square each year. But more important for the businessman is the fact that Norway, only a short distance across the North Sea, is an interesting and lucrative market for British exporters. Over recent months the pace of British and Norwegian EEC negotiations has quickened; this is, therefore, an appropriate time to focus attention on the export opportunities which exist in Norway. The natural affinities between the two countries provide a solid foundation for increasing Anglo-Norwegian trade to our mutual advantage. In the first part of this article, the main economic characteristics of the Norwegian market are reviewed. The second part of the article will be published next week and will deal more particularly with openings which exist for increasing British exports.

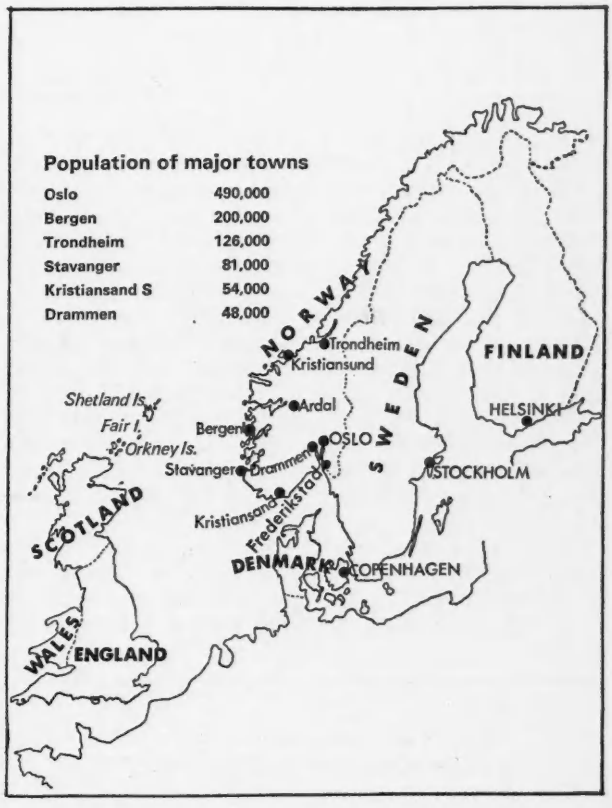
The nature of the market

NORWAY is perhaps 1,700 miles from North to South but its indented coastline measures some 17,000 miles and road communications along the West Coast are correspondingly difficult. The total population is nearly 4 million, but only half a million live north of Trondheim. There is a considerable concentration of industry and of population in South Eastern Norway. It is in fact generally accepted that something over half the purchasing power of the country is exercised within a radius of 100 kilometers of Oslo. One quarter of all retail purchases are made in Oslo itself. But there are also important centres of population and industry along the west coast which provide worthwhile opportunities for British exporters.

Indeed a characteristic of the market as a whole is its fragmented nature. This is partly due to the mountainous terrain, but also to the widespread development of hydro-electric potential and the consequent tendency of modern industrial units to disperse as much as to concentrate. Factories, many of them potential customers for British plant, are therefore scattered about the country outside the large urban areas and it is important to ensure that such prospects are canvassed.

The importance of forestry and fishing to the Norwegian economy is well known, but nowadays less than 20 per cent of the working population is engaged in these industries and the trend in current years has been towards industry, commerce and social services. Norway's economic development in the last decade has been robust and the table below shows the indices of industrial production in the main sectors of the economy as they stood in 1970:

	1970 (1961 = 100)
Industry generally	159
Quarrying	226
Coal and oil refining	221
Mining in general	211
Electro-technical	201
Metals	196
Wood-working	188
Furniture	175
Chemical industry	173
Pulp and paper	168
Metal products	167
Mechanical engineering	158
Power supply	156
Beverages	152
Shipbuilding and transport vehicles	143



The Norwegian economy has been consistently at or near the top of the OECD growth league during the last ten years, with an average annual increase in GNP near to 5 per cent. In terms of 1961 prices, the GNP has increased from Kr 39,245 million to Kr 58,538 million. Private consumption has risen by a similar amount, as has gross investment in fixed capital. Exports and imports have almost doubled in value.

For her size Norway is a substantial trader. Imports in 1970 amounted to around £395 per head, and exports to around £262 per head of the population. These are both very high rates. The imbalance on visible trade has been largely offset in recent years by the earnings of Norway's merchant fleet, which at nearly 20 million gross registered tons in 1970, was the fourth largest in the world, and one of the most modern.

Some important Norwegian industries

The export industries, which together with the earnings of Norway's merchant fleet almost meet the import bill, have

(*continued on next page*)

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. A second article on Norway will appear in the next issue.

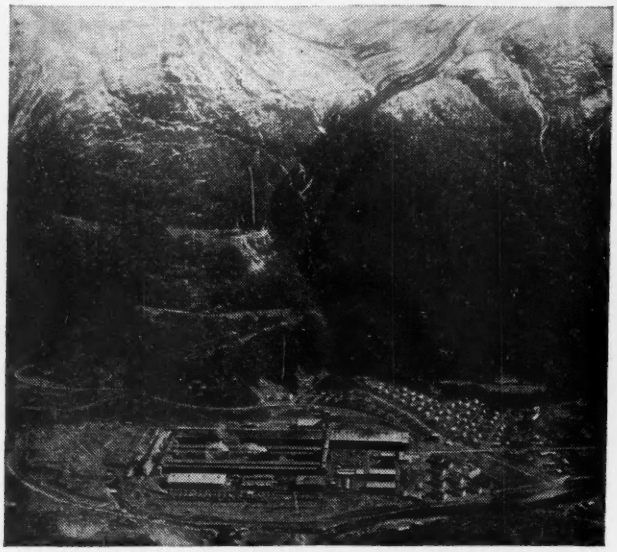
shown some of the best growth rates. Ores and metals are Norway's principal export group and the electro-metallurgical industry is the biggest single export earner. The production figures below illustrate the growth in this sector:

	1961 tons	1970 tons
Aluminium	175,000	530,000
Steel	499,000	870,000
Pig iron	378,000	678,000
Ferro-silicon	193,000	222,000
Other ferro alloys	185,000	330,000

The success of this industry has, of course, been based on relatively cheap and plentiful hydro-electric power supply. This also accounts for the geographical spread of the industry which tends to be sited close to its power supply. But world market conditions in the current year have had their effects. Aluminium and ferro-silicon production has had to be cut back and stocks have shown a tendency to rise.

Mining and quarrying are also major industries and although mineral deposits are not always found in the most accessible parts of the country, significant progress has been made in their recent exploitation. Iron ore mining which totalled 1,673,000 tons in 1961 reached 4,005,000 tons in 1970. The mining of other ores such as titanium and copper also increased but not by such a large margin. Cement production increased from 1,274,000 tons in 1961 to 2,634,000 tons in 1970.

Next in importance are the engineering and shipbuilding industries where Norwegian production is increasing rapidly in certain fields, in particular in shipbuilding and marine equipment (and notably in deck equipment). Other increases have taken place in the production of forestry equipment, hydro-electric power machinery and, to an increasing extent, electronics. The pulp and paper industry has made a substantial increase in its output over the past decade, but this has been partly based on imported timber and pulp. This particular sector of the economy, in common with pulp and paper industries in other parts of the world, is presently encountering some difficulty.



The head of Sogne Fjord is the impressive location of the A/S Ardal Og Sunndal Verk aluminium plant. Isolated factories like this are typical of industry on Norway's west coast, and can provide good business for British exporters.

Norway's chemical industry too, has developed considerably in the past ten years as the following production figures show:

	1961 tons	1970 tons
Nitrogen, pure	292,000	519,000
Sulphuric acid	90,000	290,000
Calcium carbide	60,000	179,000
Caustic soda	57,000	83,000

Fisheries are important in the export context. Although employing less labour than in the past the industry has improved dramatically in efficiency. The catch has more than doubled in the last decade with a production of 2,696,000 tons in 1970, though even this was surpassed by a peak catch of over 3 million tons in 1967.

Although agricultural output has not increased a great deal in recent years, efficiency has, and the manpower so released has gone to other expanding branches of the economy.

By size, the food manufacturing industry is the biggest employer, followed closely by shipbuilding, the engineering industries and the paper and pulp industries. Shipbuilding has shown the biggest growth rate in employment in recent years, followed by the electro-technical industries.

Important new industry is developing from the discovery of oil in the Norwegian sector of the North Sea. So far, the most important find has been made in the Ekofisk field, and although it has not yet been decided how or in what country the oil will be brought ashore on a permanent basis, production has already started using a temporary rig, with tankers loading on site.

Other significant developments lie ahead. The shipbuilding industry has a full order book and Norwegian shipowners have many vessels on order in foreign yards. There are plans for expansion in the metal industries, road-building, oil refining,

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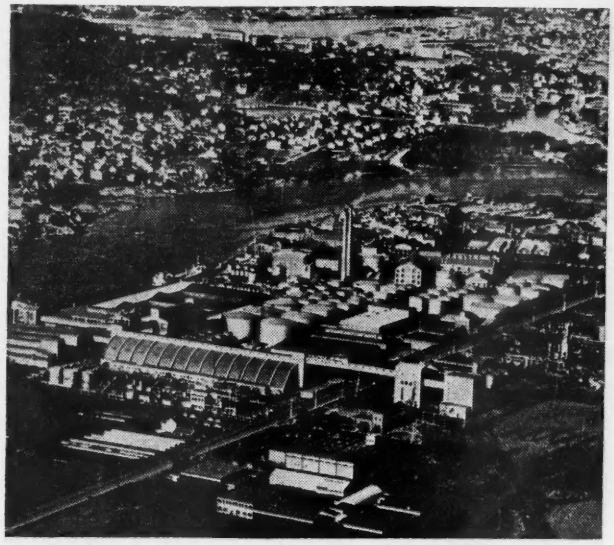


Norway's industrial base is centred on Oslo. Typifying this is the large factory of A/S Denofa Og Lilleborg Fabriker in Frederikstad which produces oils, fats, soaps and detergents.

oil rig building, aluminium fabrication, chemical and electronics industries. A balanced development in the regions is an important factor in Norwegian policy, a new university is in the making at Tromso and house building is being accelerated.

The enlarged Community of Europe

But the most important development of all is, of course, the expected accession of Norway, as a full member to the enlarged Community once the important question of access to her territorial fishing waters is resolved. Norway will become an integral part of the enlarged Common Market at the same rate as Britain. At the end of the transition period we shall face competition on equal terms in Norway from our Community partners, but we shall not be at a disadvantage, indeed, there is every reason to believe that the good will which exists towards Britain today will continue to stand us in good stead. Within Norway there will be considerable changes. It is a land of small businesses, nearly 70 per cent of registered industrial establishments employ less than 10 persons. On the other hand some 200 larger plants provide nearly half total output. The small size of most industrial units is recognised as a disadvantage and the next few years should see Norwegian industry undertaking a process of streamlining and rationalisation as it prepares to meet competition from the Common Market.

Although Norway has a small population her spending power is considerable and her interest in imported products is likely to grow. The objective of British exporters will be to secure as large a share as they can of this potential market. Next week's article takes a look at British performance and expectations.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Dept. of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 27.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.40	*penta*Sodium triphosphate such that, if a cylindrical container with an internal diameter of 87 millimetres and a depth of 84 millimetres is filled by funnelling the *penta*sodium triphosphate through a circular orifice of 40 millimetres diameter placed centrally 40 millimetres above the top of the container, the contents of the container will have an uncompacted bulk density of not less than 1.15 kilogrammes per litre and not more than 1.25 kilogrammes per litre	Phosphate tripoly penta-sodium anhydrous (dense granular grade)	December 31, 1972	13704
29.05	*cis*-3, 3, 5-Trimethylcyclohexanol	as in previous column	December 31, 1972	13832
29.13	Benzyl methyl ketone	as in previous column	December 31, 1972	13830
29.14	Cyclofenil	as in previous column	December 31, 1972	13829
29.23	*di*Sodium 5, 5'-dihydroxy-2, 2'-dinaphthylamine-7, 7'-disulphonate	as in previous column	December 31, 1972	13827
29.26	Dicyclohexylcarbodi-imine	as in previous column	December 31, 1972	13828

Note: Revised definition

Interested parties will wish to know that the definition for Monolithic IC linear amplifiers (85.14) has been amended to the following:

Monolithic integrated circuit linear amplifiers having a voltage gain of 75 decibels and a rated power output of 2.5 milliwatts to 5 milliwatts, of a kind for incorporation in deaf aids, with five connection terminals each side, of a length not exceeding 0.260 inch, of a width, exclusive of terminals, not exceeding 0.150 inch and a thickness not exceeding 0.050 inch.

The Import Duties (Temporary Exemptions) (No. 10) Order 1971

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 10) Order 1971.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty and those listed in Schedule 2 shall continue to be exempt from import duty both until January 1, 1973.

The Order came into operation on January 1, 1972 and has been published as Statutory Instrument 1972 No. 2042.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 8p) or by post from HMSO, PO Box 569, London SE1 (price 10½p).

Export house groups merge

THE British Export Houses Association has combined with the export and import merchants's section of the London Chamber of Commerce and Industry to make BEHA a national association within the London Chamber. Present membership of the two groups is about 720, but about three-quarters of the 220 BEHA members are members of both bodies.

The BEHA was previously provided with premises and staff by the Chamber, and the same secretariat will continue to serve the newly expanded body, Announcing the change on January 3, BEHA president Lord Erroll said it would make BEHA more representative of the export house community while providing economy in running costs.

Facilitating private investment in developing countries—how IFC co-operates with industry

by Alfred E. Davidson, IFC Special Representative in Europe

'THE fuel for development is finance. Private enterprise plays a major role in the economies of most of the highly developed countries and the bulk of their capital available for export is in the form of private investment.... In Britain we will encourage our firms to invest in the developing world.' So said Mr. Edward Heath in his speech to the United Nations General Assembly in October 1970. Six months later some shape was given to the encouragement of which he spoke by the publication of the White Paper on British private investment in developing countries.

Private investment is an essential ingredient in Britain's aid to the developing countries, just as it is in the international aid effort. Evidence of that fact is the International Finance Corporation (IFC), an affiliate of the World Bank, which was established 15 years ago specifically to promote development through private enterprise.

Since 1956 the IFC has invested more than £230 million in 173 projects in 47 developing countries. Concurrently, other investors, local and foreign, have invested £986 million in the same enterprises. Although Britain is the second largest shareholder in the IFC, these other investors have not included a proportionate number of British concerns. This may be because the IFC is not sufficiently known in Britain. Here, then, is a brief account of the IFC's policies and procedures and of how they are applied in practice.

What is the basic objective of the IFC?

IFC's purpose is to promote the development of the private sector in the developing countries when it is of benefit to the country. IFC does this principally by investing in privately owned and controlled companies which are expanding existing operations or starting new ones. IFC will not invest where private capital is available on reasonable terms, it is the function of IFC to mobilise and supplement private capital, not to replace it.

In which countries does IFC work?

In terms of volume of business, IFC has been most active in Latin America (40 per cent), followed by Asia (30 per cent), Africa (20 per cent) and Europe (10 per cent). In Europe, IFC works in Greece, Turkey, Yugoslavia and Spain; in the less-developed countries of Asia (which excludes Japan, New Zealand and Australia and the People's Republic of China, which is not a member of IFC); in Africa, except South Africa; and in Latin America, including Mexico.

What types of projects does IFC finance?

IFC projects range from such agricultural ventures as cattle raising to mining, manufacturing, petrochemicals and hotels for tourism. Its money is untied and virtually nothing —local or foreign exchange expenditures, working capital, equipment purchases, etc.—is in principle excluded, except the direct financing of exports, for which there are adequate facilities, and refinancing. The only requirement is that foreign expenditure be made in one of the 116 countries which belong to the World Bank Group, or in Switzerland.

Does IFC invest in equities and make loans?

IFC invests in equities or makes loans of up to 12 years or both in accordance with the financing needs of a particular project. IFC takes the full risk that other investors take, including the exchange risk on the shares; loans are normally in dollars but can be considered in other currencies. It does not seek security but takes a negative pledge unless co-investors demand a mortgage. In that case IFC ensures that it ranks *pari passu* with others involved in the mortgage. In the usual situation, IFC would not expect a guarantee from the parent company and it does not seek or accept government guarantees on its loans.

What are the terms of IFC loans?

Most loans at present are being made at 9½ per cent with a 1 per cent commitment fee on the outstanding balance until disbursement. Repayment of principal would usually follow an agreed grace period of from two to three years. IFC does not seek to recover its overhead costs from firms which purchase participations in its projects. Participants in IFC loans usually receive interest free of local tax withholding.

What is IFC policy on the sale of its investments?

IFC's investment is not made with a view to an indefinite period of ownership, especially in regard to its equity holdings. IFC would expect to dispose of its investments in order to free additional funds for new projects as soon as a project is firmly on a sound basis. Of course, IFC would not wish to upset the market or in any way lessen confidence in a company. But at the appropriate time it will want to sell its shares, preferably to investors in the country and, normally, only after consultation with IFC's partners. It would not sell its shares to a competitor of a partner.

Are there limits to the amounts of IFC investments?

In general, IFC's minimum investment would be one million dollars but in the smaller and poorer countries IFC would be ready to give a very liberal interpretation of the minimum requirements. The IFC is well aware, nevertheless, that many projects may not reach IFC's minimum investment figure. Recognising that smaller projects cannot be adequately reviewed or supervised from Washington, it has sought indirectly to make available ($53.2 million) through one of the 24 investment or development finance companies or banks with which IFC is connected. Sometimes these efforts have taken the form of investments in private regional organisa-

tions such as ADELA, operating in Latin America, or SIFIDA in Africa, or in specialised companies such as COFITOUR (promoting tourism in Tunisia) or IICY (based in London to promote investments for Yugoslavia). IFC also co-operates with PICA, another regional investment company in the Far East.

In a sense there is no maximum figure for IFC investment but in the past a 20 million dollar investment in the SOMIMA copper mine in Mauretania, and slightly more in a Thailand cement and steel project, have been the largest investments.

However, there are other limitations on IFC's investments. IFC would not purchase more than 25 per cent of the shares of a particular company because IFC's purpose is to promote private investment and not to dilute it. Similarly, the equity and loan investment combined must be substantially less than 50 per cent of the total cost for the same reason.

Does the IFC play a managerial role?

No. IFC believes that private management should have management responsibility. It normally does not appoint managers or sit on the Board of Directors, even if it holds as much as 25 per cent of the shares.

What does IFC expect from its partners

IFC requires that there be an investment by the people of the country in which the operation is situated. However, IFC will support the enlargement of a wholly-owned subsidiary provided the company arranges to sell some of its share capital to local private investors or, where local conditions make this impracticable, undertakes to do so as soon as conditions allow. If the local government participates as a partner, it must have no more than a 49 per cent share. If the government has this amount or less but has effective control, IFC would probably keep out.

What procedures should be followed to obtain an IFC investment?

IFC procedures are not complex or cumbersome, it has no application forms or other red-tape inhibitions to speedy action. It can act swiftly—within three months—if the documentation is satisfactory. The information it requires is precisely of the kind that every sizeable, well-managed company needs for itself.

In brief, IFC will require data on estimated construction and operating costs and on anticipated revenues. It will also wish to be satisfied on any technical and other problems inherent in the project, including information on sources of raw materials or components and on the market aspects. It will check this data to be certain that IFC's criteria are met.

Industry will find that IFC, with only about 100 professional staff is small enough to be flexible and that its staff is encouraging businessmen to come forward with projects of benefit to the developing countries.

IFC seeks closer relations with industry

The foregoing is at best a very brief description of the broad framework within which IFC can facilitate private investment and help to overcome the possible problems which industry sees in expanding its operations in the developing world. In that perspective this article can, no doubt, mainly serve to generate more questions. [Within this context], it is IFC's objective to stimulate a meaningful dialogue with industry which may ultimately lead to joint financing of more ventures of benefit to the developing countries.

Coalminers' strike: Government statement

THE following statement on the coalminers' strike was issued on January 9 by Sir John Eden, Minister for Industry:

The country must now rely substantially upon the coal in stock. Stocks are high for the time of year and well distributed, but the level varies among districts. Industry carries its own stock of coal of all kinds, and a good deal of domestic coal and solid smokeless fuel is held by the coal merchants.

Since it is impossible to predict the likely duration of the strike, it is most important that from now on all consumers use coal with the maximum economy. Coal-using industry, even where stocks are above the national average of five weeks' supply, should now adopt strict fuel control measures. Power stations have stocks equivalent to about eight weeks' normal winter consumption, gas supply is scarcely affected by the coal strike. In the home, solid fuel should be used sparingly and alternative fuels should be used wherever possible.

I am today writing to ask coal merchants to take certain steps, worked out in consultation with the Chamber of Coal Traders, which will at once lead to their reducing normal rate of domestic fuel deliveries, thereby helping to make stocks last as long as possible. The Government is anxious to ensure that, in doing this, the risk of hardship being caused to those specially dependent on coal is kept to the minimum. I am therefore also asking merchants to give preference:

Coal merchants

(a) To households with special claims for aged, sick, disabled or very young members without other means of keeping warm, and (b) to essential health and welfare services. The merchants are in the best position to deal with individual problems and it is to them that people experiencing difficulties over supply should direct their inquiries in the first instance. The Department of Health and Social Security are writing to local authorities and to the British Medical Association to ask social service departments and doctors to be ready if merchants have any doubts about special cases, to support the claims of priority classes. Similar letters are being sent by the Scottish and Welsh Offices.

Special arrangements have been made at my Department to ensure that all aspects of the situation are kept under constant review in case further measures should be necessary. I will be in close touch with the National Coal Board, the Chamber of Coal Traders and the Confederation of British Industry. The Regional Directors of the Department of Trade and Industry will report the situation in different parts of the country.

Note

The priority categories of domestic and essential public service consumers are as follows:

(a) All households which depend solely on solid fuel for cooking.

(b) Those households in the following health risk categories which normally rely on solid fuel for space and/or water heating and where no alternative is available:

(i) Households consisting only of elderly persons (or where elderly persons are left alone for most of the day).
(ii) Maternity cases booked for home delivery or early discharge after hospital confinement.
(iii) Families with children below school age.
(iv) The chairbound or bedfast, sick or physically handicapped, and those whose mobility is severely impaired by virtue of a handicap such as circulatory disease.
(v) Other households where the need for warmth has been verified by a doctor or local authority.

(c) Health and social service establishments, which rely on solid fuel (including for example, hospitals, clinics, day centres, hostels and residential homes for the elderly, the physically handicapped, the mentally ill, the mentally handicapped and children etc.).

(d) Essential public services (eg sewerage works) still dependent on solid fuel.

The US Tariff Commission

THE appointment of three new members of the US Tariff Commission has raised the question of whether a majority of the six-member body will continue its decidedly protectionist trend of recent years.

Because it is likely to be several months before the Commission announces a sufficient number of decisions to form a basis for judgement, no predictions can be made. This article will attempt, however, to outline the major areas of the Commission's activities, and note briefly some of the questions the new Commissioners will face.

The Commission was established in 1916 for the narrow purpose of gathering and reporting facts to Congress concerning foreign trade. Over the years, its responsibility has grown until today the Commission is of significant importance in almost every governmental process to restrict imports.

The Commission's six members are appointed by the President for six-year terms, one term expiring each year. No more than three members may be of the same political party, and all are subject to confirmation by the Senate. The Commission is backed up by a staff of commodity experts for various products, economists, investigators, accountants, and a General Counsel's office. Because of the technical nature of many of the Commission's investigations, the staff—whose expertise generally is highly regarded—is of great importance.

The present Commission consists of a former member of Congress, a professor of finance, two former Congressional staff assistants, both of whom are lawyers, and two ex-Washington representatives for agricultural interests, one of whom also is a former Congressional aide and a lawyer. This is a fairly typical balance for the Commission, whose membership in the past generally has consisted of lawyers with government experience, economists from either government or academic backgrounds, and representatives of agricultural and business interests.

Among the more significant types of investigations conducted by the Commission are injury determinations under the Antidumping Act, industry investigations under the escape clause, firm and worker investigations for adjustment assistance, and Section 22 investigations pursuant to the Agricultural Adjustment Act, and so-called 'unfair competition' or Section 337 investigations.

Antidumping

As was noted in a previous article (B-A Trade News, Spring/Summer, 1971), antidumping proceedings under US law are two-part. If the Department of the Treasury determines that differential pricing has in fact occurred, the Tariff Commission is charged with determining whether a US industry is suffering injury as a result. The Commission's determination in an antidumping proceeding is final, whereas in other areas, the Commission either merely recommends action, or authorises the President to act at his discretion.

The term 'injury' is not defined in the US antidumping law; however, early Tariff Commission decisions equated this term with 'material injury' as it appears in the General Agreement on Tariffs and Trade. As part of what must be described as an overall protectionist trend, however, in recent years the majority of the Commission has held that the term 'injury' means any adverse impact upon a US industry more than minimal. Consequently, recent Commission decisions by and large have been little more than rubber stamps for the Treasury Department. The Commission has tended to hold that if dumping margins are occurring, then so is injury. Because of the zeal with which the Treasury is prosecuting its phase of antidumping proceedings, whether a Commission majority retains this rule or returns to a more traditional standard of injury is of significant importance to businessmen in the US and abroad.

This article, by Washington lawyer David P. Houlihan, is reprinted from the Autumn/Winter 1971 issue of *British-American Trade News*, published by the British-American Chamber of Commerce, New York.

Escape clause

The escape clause of the Trade Expansion Act authorises the President to provide relief, including quotas and higher tariffs, to an industry suffering from import competition.

The adjustment assistance provisions provide relief in the form of tax benefits, loans, job retraining, etc. to firms and groups of workers suffering from import competition. Adjustment assistance was intended to alleviate the impact of import competition before an entire industry suffered injury, and thereby reduce the necessity of imposing quotas or higher tariffs under the escape clause.

The Tariff Commission, after investigation and hearing, determines whether the legal criteria for escape clause relief or adjustment assistance (the tests are essentially the same) have been met, and, with an affirmative finding, recommends action to the President who may act, but need not accept the Commission's recommendation. The legal criteria are part of the Trade Expansion Act of 1962; they are rather explicit and extremely rigorous.

For approximately the first seven years of the statute's existence, no industry, firm, or group of workers was able to obtain relief. Every attempt was thwarted by the rigid criteria of the law. Although most observers believed that the Commission was merely to apply the law in a manner compelled by its plain language, however, harsh the result was that the Commission lost its standing as an effective source of relief from import competition in meritorious cases. This in turn contributed greatly to the pressure in Congress for legislated quotas, for no longer was a member able to offer his complaining constituents the credible alternative of the Tariff Commission.

Largely in response to this pressure—which also took the form of suggestions that the Commission be abolished or its functions reduced—in 1969 a Commission majority began reversing its previous line of reasoning by 'reinterpreting' the statute. Although many observers believe that the Commission majority's 'reinterpretations' are indefensible given the plain language of the law, the effect has been to make the escape clause and adjustment assistance provisions viable alternatives for groups seeking relief. For example, from 1962 through 1969, nine groups of workers applied for adjustment assistance, all without success. There is no doubt that this record contributed significantly to organised labor's swing to protectionism. Since 1969, more than 90 groups of workers have applied for adjustment assistance, many of them successfully.

Section 22 of the Agricultural Adjustment Act is intended

to prevent imports from interfering with US farm price support programs. Upon direction of the President, the Commission investigates and reports its findings and recommendations to the President who may take whatever action he deems appropriate.

In recent years, Section 22 has been used against imports of dairy products and manufactured items containing some dairy products, such as certain forms of chocolate. Typically the Commission has found interference and recommended stringent controls to the President, who imposed quotas somewhat less restrictive than those recommended by the Commission.

Section 337 of the Tariff Act of 1930 requires the Commission to investigate allegations that imports are unfairly competing with US industry. If the Commission finds affirmatively, the President may totally exclude the offending goods from the US market.

Typically, Section 337 cases involve charges of patent violation. Cases were brought frequently in the 1930's, but presidential refusal to invoke the drastic remedy of total exclusion led to its gradual demise. However, a 'temporary' exclusion order in 1968 revived interest in the statute as a protectionist service, and since then numerous cases have been filed.

Although Section 337 presents a number of legal problems, not the least of which is the Commission's competence to adjudicate the issue presented, it is a growing threat to businessmen. The Commission has issued several affirmative findings since 1968, but the President has refused to exclude the allegedly offending goods. Each refusal, no matter how justified, exposes the President to accusations of deliberately subjecting US industry to unfair competition, and adds to the political pressure for some type of import controls.

The Tariff Commission's increased activity in recent years has had a growing impact upon foreign businesses exporting to the US; this activity will continue to grow. Whether the Commission's stance remains relatively protectionist, however, depends in great part upon the votes of its three new members.

Group technology practice

A ONE-DAY course teaching the methods of group technology, with particular reference to manufacture, will be held on February 1, at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow.

The course will consist of lectures, discussions and tutorial exercises covering the various steps necessary to implement group technology, and a case study will be presented. Extensions of group technology principles to other areas, such as design and drawing office and production planning and control, will also be dealt with.

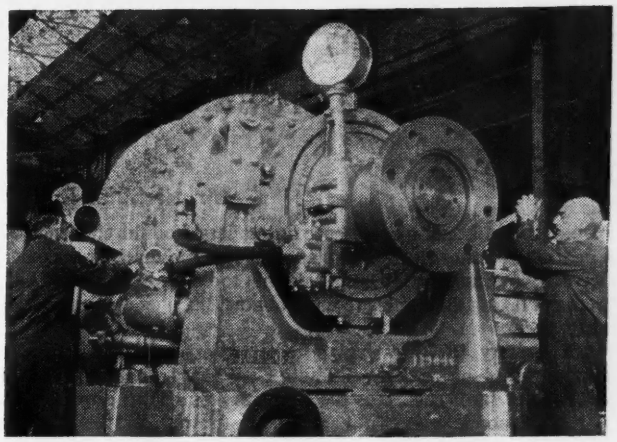
The course is aimed at production engineers, but drawing office and planning staff will also find it useful. It will enable participants to assess the feasibility of applying group technology to their own organisation, and also to undertake its introduction.

Further details from the course organiser, Birniehill Institute, telephone East Kilbride 20222, Ext. 570.

Britain's 1972 official handbook published

'BRITAIN 1972', the 23rd edition of the official handbook prepared by the Reference Division of the Central Office of Information, was published on January 6, price £1.80. The handbook has extensive sales in Britain and overseas. This new edition has been fully revised and records developments up to September 1971.

A bibliography is arranged under the same headings as the chapters and there is a comprehensive index. The test is illustrated by half-tones printed on art paper and by line diagrams. The end-papers are functional maps in colour.



This RFA 18 Froude hydraulic dynamometer, rated to absorb 37,500 b.h.p. at speeds between 120-325 r.p.m. in either direction of rotation, bound for the Soviet Union from Redman Heenan Froude's Worcester factory, completes a £320,000 order for two of these machines and two DA 890 uni-directional dynamometers absorbing 37,500 b.h.p. at speeds between 3,600-6,500 r.p.m.

Canning House sets up Economic Affairs Committee

FOLLOWING the decision to replace the British National Export Council by a British Exports Board serviced by the Department of Trade and Industry, the Hispanic and Luso Brazilian Councils at Canning House are setting up their own Economic Affairs Committee in order to maintain and develop the many links built up between the Latin American Committee of BNEC and individuals and institutions in the Latin American countries from Mexico southward.

Canning House, whose Councils were established in 1943 to advance knowledge and stimulate contact and interest between the United Kingdom and the Spanish and Portuguese speaking countries of the world, already works in close touch with official bodies of both the public and private sectors, including the Department of Trade and Industry, the Foreign and Commonwealth Office, the British Council, the BBC, the Confederation of British Industries, and the London and other Chambers of Commerce.

The new Economic Affairs Committee at Canning House will meet regularly to ensure that individual visitors, and incoming missions from Latin America, as well as from Spain and Portugal, are properly welcomed in London, and given a venue where they can meet and address British business audiences, and make informal contact with representatives of British commerce and industry and with government officials. The Committee will provide a useful forum for the exchange of information and ideas, and will support the overall objectives of the two Councils to encourage increased contacts and understanding between the United Kingdom and the countries of Latin America, Spain and Portugal in the economic field as in the fields of education and culture.

The following will be the first members of the new Committee:

Chairman: James Longmore, Lloyds and Bolsa International Bank Ltd.

Members: Major I. Aylwin, Attachés' Liaison; Dr. H. Blakemore, Institute of Latin American Studies, London University; The Earl of Carrick, Ralli International/Duncan Fox Ltd.; C. L. S. Cope, Confederation of British Industry; R. Emery, William Brandt's Sons and Company Ltd.; J. R. G. Flynn, Shell International Ltd.; A. B. Henderson, Livesey and Henderson; R. D. C. McAlpine, Baring Brothers and Company Ltd.; G. J. MacGillivray, Bank of England; I. MacLeod-Smith, Jones Cranes Ltd.; The Hon. D. B. Montgomery, Yardley International Ltd.; J. G. Pooles, Lewis and Peat Ltd.; K. M. M. Ross, Tennant Industrial Ltd.; W. J. M. Shelton, Colman Prentis and Varley International Ltd.; A. A. Tabbush, British Oxygen Company Ltd.; A. N. Vassilissin, GEC Power Engineering Company Ltd.

Secretary: Miss M. A. Engleheart.

'Membership of EEC is real bridge across the Channel'

—Mr. Nicholas Ridley

ADDRESSING a London conference on January 4 on the challenge of EEC membership Mr. Nicholas Ridley, Parliamentary Under Secretary of State for Industry, said that too many firms in the UK were not taking the trouble to find out how EEC membership would affect them.

'In January 1973 we shall be entering a totally new business environment,' he told the Infofair Conference. 'It is not just a question of tariff cuts. It is the Community's aim to develop into a real economic unit. To harmonise industrial and commercial policy; to work towards a common fiscal and monetary system. The enlargement of the EEC is the real bridge across the Channel. There is no place left for any insular mentality.

'Industries with an exportable product or service must think of the enlarged Community as their home market. Not to do so may soon make as little sense as to consider Oxfordshire or Essex as a "home" market now.'

'The enlargement will be relatively much greater for us than the Six. For most products even a small increased share of this market will mean a big increase in sales. It will be more important than ever to make the right marketing decisions and get priorities straight.

Market priorities

'The new situation calls for thorough reappraisal by management of every part of their business. It will affect decisions on investment in new plant—the design, range and standards of products. It will affect staff training. It will mean a complete reassessment of market priorities.

'In this, access to the most up-to-date technical and other information is vital and that is why this conference is so important. In Britain we set a high standard in technical research and the indispensable information services that go with it. In some respects it is higher for instance than in Germany or Japan. The Department of Trade and Industry plays an important part in making this information available. It is able to put firms in touch with the most appropriate organisation or consultancy service through its regional offices and Industrial Liaison Centres. It publishes Technical Services for Industry and through the Technology Reports Centre it makes available unpublished R & D reports from both Britain and overseas. It runs "Techlink", a subcription service which makes available summaries of published and unpublished reports.

'But too few firms call on the first class facilities available. Other European firms are far more ready to harness the work of outside organisations to their use. To remain competitive in Europe British industry must do the same.

'Marketing information may be even more important and in the immediate future management will need to insist on higher standards of market research. Some firms have made the mistake of putting market reports on a shelf and regarding them as the unchanging truth on their subject. It is surprising how quickly such reports become out of date.

'If we consider questions of tariffs, Community regulations and the rest, there are many sources of information which can usefully be explored.

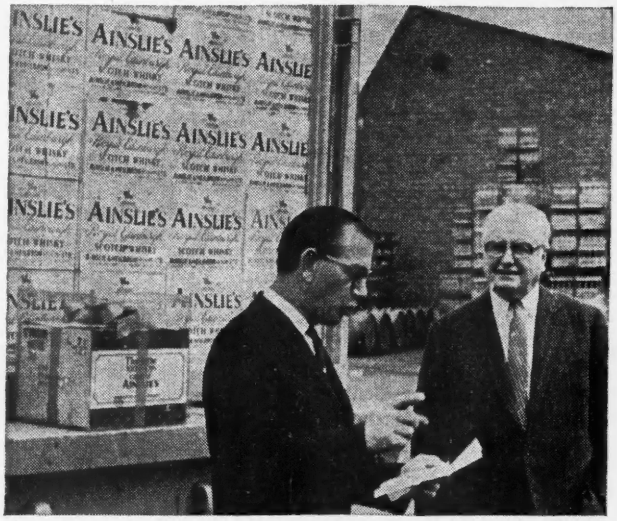
'Trade associations, Chambers of Commerce and the CBI have much material available. The CBI's 'Europe Checklist' in particular is a useful guide.

'The Department's EEC-EFTA Information Unit will answer general questions and put firms in touch with specialists in DTI or outside.

'Through its Library the DTI can provide unofficial translations of the Communities' legislation.

'Finally there are our export services which I am sure are well known to most of you. I would like particularly to draw your attention to the Export Marketing Research Scheme. This provides detailed advice on consultants, methodology and costs. It may also give financial support for commissioning market research.

'Many of these DTI services are especially useful for small and medium sized firms.



Mr. Tom Cunningham, vice-chairman and managing director of Ainslie and Heilbron (Scotland) (left), handing over to Alfred Fourcroy, chairman and managing director of Etablissements Fourcroy, of Brussels (who have been their agents in Belgium for some 70 years) the 100,000th case of Ainslie's Scotch whisky sold to Belgium in 1971. This is the first time that 100,000 cases of any brand of Scotch whisky or other spirit have been sold to Belgium in the same year. Mr. Cunningham spends about eight months of every year visiting his company's agents and distributors throughout the world.

'As Minister for Small Firms I want the fullest use made of them. Experience of the Community has been that small firms do well—provided they gear their production and organisation to the new environment. Often this means a much greater degree of specialisation than would be profitable in a purely national market.

'In Britain during the last few decades the number of small firms and their market share has been declining. In Germany there are now more small firms than there were when the Community was founded 13 years ago.

'Furthermore their sales have been rising faster than for German industry as a whole. There are similarly bullish reports from other members of the Community. I am determined to ensure that our small firms sector has a chance to imitate this experience.'

Sugar import licences

ALL existing licences to import sugar are to be revoked from midnight on January 16, and licences for imports of sugar from all sources for all forms of consumption will be issued only upon satisfactory undertakings that the sugar will be used for re-exportation or that it is:

(*a*) negotiated price quota sugar under the Commonwealth Sugar Agreement;
(*b*) world free market sugar imported from members of the Commonwealth Sugar Agreement to replace negotiated price quota sugar released to the Republic of Ireland;
(*c*) refined sugar imported from the Republic of Ireland under the Anglo-Irish Sugar Agreement;
(*d*) certain speciality sugars not produced in the United Kingdom.

This decision follows the exceptionally large home beet crop in 1971 at a time when UK sugar consumption is static or declining. As a result of this heavy domestic crop, UK production of sugar together with commitments to import sugar under the Commonwealth Sugar Agreement and similar arrangements will more than meet domestic demand in 1972.

New arrangements for licensing imports will be announced as soon as possible. In the meantime no assurance is given that licences will be issued to cover any contracts to import sugar entered into from January 6. If importers have already made firm contracts to import sugar into the UK which will arrive in this country on or after January 17, they should apply immediately to Import Licensing Branch giving details of their commitments, including quantities either intended for the re-export trade or falling under (*a*), (*b*), (*c*) and (*d*).

A guide to the Department of Trade and Industry

HEADQUARTERS: 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877. TA "Advantage London SW1", Telex No 27366 Answer Back DTIHQ London).

Accidents Investigation Branch—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Accountancy Services Division—Hillgate House, 26 Old Bailey, London EC4 7HU (01-248 5757, Telex 886143).

Civil Aviation Branch—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Aerospace (Assessment and Research) Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Air 1 Division (Launching Aid)—Horse Guards Avenue, London S.W.1 (01-930 7022).

Air 2 Division (Industrial Sponsorship)—Horse Guards Avenue, London, S.W.1. (01-930 7022).

Atomic Energy Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Business Statistics Office—Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0).
Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633 52277).

Central Secretariat—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Chemicals and Textiles Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Civil Aviation Divisions 1 and 2—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110 TA "Civilair London WC2").
Division 3—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Coal Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Commercial Relations and Exports Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Companies Investigation and Liquidation Branch—2 Bunhill Row, London EC1Y 8LL (01-606 4071).

Companies Registration Office—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Companies (Winding-up) Department—Inveresk House, 346 Strand, London WC2R OHJ (01-836 7733).

Computers Systems and Electronics Division—Dean Bradley House, 52 Horseferry Road, SW1P 2AG (01-799 5688).

Concorde Division—St. Giles Court, 1/13 St. Giles High Street, London W.C.2 (01-636 3644).

Controllerate of National Air Traffic Services—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Directorate General of Safety and Operations—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Economics and Statistics Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Electricity Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000)

Energy Technology Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Establishment Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Licensing Branch—Norman Shaw North Building, Victoria Embankment, SW1A 2JB (01-930 4349, Telex 27366).

Export Planning and Development Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Services Division—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).

Europe, Industry and Technology Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Fairs and Promotions Branch—Hillgate House, 26 Old Bailey EC4M 7HU (01-248 5757, Telex 886143).

Finance and Economic Appraisal Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Fuel and Nationalised Industry Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Gas Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Import Licensing Branch—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3LB (01-222 7877, Telex 27366, TA "Explic London SW1").

Industrial and Commercial Policy Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Information Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Insurance and Companies Department—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Investment Grants Division—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Iron and Steel Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Machine Tools and Manufacturing Machinery Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Marine Division—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084, TA "Marbot London WC1").

Minerals, Metals and Electrical Engineering Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Mines and Quarries Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Nuclear Installations Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Overseas Projects and Technology Division—1 Victoria Street, London SW1H OET (01-222 7877, Telex 27366).

Paper, Printing, Publishing, Services and Distribution Division—Millbank Tower, Millbank, London SW1P 4QU (01-384 2255).

Parliamentary Branch—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Patent Office and Industrial Property and Copyright Department—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, TA "Patoff London WC2"); Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU (061 832 9571).

Petroleum Division—Thames House South, Millbank, London SW1 4QJ (01-222 7000).

Regional Industrial Development Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Registry of Business Names—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Research Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Safety and Health Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Scientific Adviser's Division (Civil Aviation)—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22119).

Sea Transport Branch—34/36 Parliament Street, London SW1A 2ND (01-222 7060, Telex 24730).

Shipbuilding Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Shipping Policy Division—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110).

Small Firms Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Solicitor's Department—Kingsgate House, 66/74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366)

Space Division—Prospect House, 100 New Oxford Street, London WC1A 1HE (01-636 3644).

Standards, Weights and Measures Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Tariff Division—Kingsgate House, 66-74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366).

Vehicles and Mechanical Engineering Products Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. J. C. McColl to be a member of the North Western Gas Consultative Council.

Mr. J. Melvin to be a member of the West Midlands Gas Consultative Council.

Hearing Aid Council

THE Secretary of State for Trade and Industry has appointed Mr Kenneth G. Addison as chairman of the Hearing Aid Council in place of Mr. Harold Campbell who has resigned for business reasons. Mr. Addison is general manager of the Home Department of the Sun Alliance Insurance Group.

The following have been appointed members of the Council with effect from December 29 1971:

Mr. J. N. Brown (trade member)	Technical director, Ingrams Hearing Aids Ltd. Vice president and member of Executive Committee of Hearing Aid Industry Association
Miss A. P. Guy (representing persons with impaired hearing)	Peripatetic Teacher of the Deaf for Monmouthshire County Council. Former chairman, Secretary and Treasurer of the Society of Teachers of the Deaf.
Mr. C. G. Rice (re-appointment: audiological technical knowledge)	Member of the British Society of Audiology. Lecturer in audiology, Southampton University.
Mr. E. F. Ward (trade member)	Consultant audiologist Nottingham. Audiometrician for East Midlands region of civil aviation. Hon Treasurer of East Midlands Regional Association of the National Deaf Children's Society.

The three retiring members of the Council are Mr. R. W. T. Wescombe and Mr. L. C. Smith (trade members) and Professor M. W. Beresford (representing the interests of persons with impaired hearing).

Furniture Development Council

THE Secretary of State for Trade and Industry has authorised the reappointment of Sir Roger Falk as chairman and independent member of the Furniture Development Council until December 31, 1973, after which the Council is to be dissolved.

Mr. M. Ferguson has been appointed a member of the Council as a representative of persons carrying on business in the industry. The following re-appointments have been made:

Representing the interests of persons carrying on business in the industry—Mr. P. B. Allnatt, Mr. L. W. L. Alston, Mr. D. Head, Mr. W. Johnstone, Mr. P. G. Levin, Mr. A. Moore.

Representing the interests of persons employed in the industry—Mr. G. Crump, Mr. A. J. Darvill, Mr. J. Heapy, Mr. A. Izat, Mr. J. R. Shanley, Mr. R. S. Shube, Mr. A. G. Tomkins.

Representing marketing and distribution interests—Mr. J. Barclay Jacobs.

An announcement will be made later concerning the appointment of independent members of the Council other than the Chairman.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Carlton Industries Ltd. and Oldham International Ltd.

The Beecham Group Ltd. and The Glaxo Group Ltd.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

The following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

The Nippon Kangyo Kakumaru Securities Co. Ltd., 66 Gresham Street, London EC2

Predel Securities Ltd., 65 Fallowfield Road, Orchard Hills, Walsall, Staffordshire

John N. Robertson Thompson & Co. (John Norman Robertson), 41 Crutched Friars, London EC3

Deletions

Grimshawe Wakefield & Co. Ltd., Pennine House, Russell Street, Leeds LS1 5TW

Lombard Holdings Ltd., Lombard House, Curzon Street, London W1

Anthony Sumption & Co. Ltd., 52 Mark Lane, London EC3

Changes of address

Ariston Securities Ltd., 8 Maltravers Street, London WC2

Ranelagh Finance Ltd., 1 Old Burlington Street, London W1

Exempted dealers

Addition

Dawson & Forbes Ltd., 38 Queen Street, London EC4R 1BY

AUTHORISED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Ionian Unit Trust Management Ltd. 64 Coleman Street London EC2	Ionian Income Fund	Midland Bank Executor and Trustee Company Ltd., 27-32 Poultry EC2
Piccadilly Unit Trust Managers Ltd. 1 Love Lane, London EC2 7JJ	Piccadilly Income and Growth Unit Trust	The Royal Bank of Canada Trust Corporation Ltd., Ludgate Hill London 30-32 EC4M 7ND
Framlington Unit Management Ltd. Spencer House, 4 South Place London EC2	Framlington Income Trust	Lloyds Bank Limited, 71 Lombard Street, London EC3

Changes

The name of the Metals and Minerals Trust has been changed to Metals Minerals & Commodities Trust.

The name of First Investors and Savers Capital Fund has been changed to Vavassour Assets Trust and the Managers of Vavassour Assets Trust have been changed from First Investors and Savers Unit Managers Limited to Vavasseur Unit Management Limited.

New Head of DTI Insurance and Companies Division

MR. P. A. R. Brown has been appointed Head of the Insurance and Companies Division of the Department of Trade and Industry, in succession to Mr. C. W. Jardine. The Division's main responsibilities are for the general administration of all companies' legislation, including that concerned with the regulation of insurance business for the insolvency service and/or relations with the accountancy profession. During the past six months Mr. Brown has been in charge of the companies' work with a special responsibility for the review of company law. In his new post he will now take over responsibility from the former Head of that part of the division concerned with insurance business. Mr. Jardine is relinquishing his appointment on reaching retirement age.

150th anniversary of HM Coastguard

HM Coastguard celebrates its 150th anniversary on January 15, 1972. In connection with the 150th anniversary there will be a Government reception at Lancaster House, London on January 20. Mr. John Davies, Secretary of State for Trade and Industry, will be the host and the Prime Minister will be attending.

Other events planned are open days for members of the public at the 120 main Coastguard stations, a special stand at the International Boat Show in London, displays at county shows and boat shows, and the issue by the Post Office of a commemorative stamp.

In addition, a documentary film describing the work of the Coastguard, new booklets and leaflets on safety in small craft and the Coastguard's vital role, are being produced. There will also be a new poster showing how HM Coastguard co-ordinates air/sea rescue operations.

HM Coastguard was formally established in 1822 as the 'Coast Guard' following the report of a 'committee appointed by His Royal Highness The Prince Regent to inquire into the existing regulations for the conduct of business in every department of the Customs'.

Stamping out smuggling

The main function of HM Coastguard is now life-saving and the co-ordination of search and rescue at sea but it was originally formed to put down the extensive smuggling activities around the coast. At that time it was estimated that 50 per cent of the spirits consumed in the country had been smuggled in free of duty. The smugglers were numerous, well armed and had the support of the local population. They more than held their own against the young Coastguard service in the early days but as the force expanded and became more expert, smuggling on a large scale was gradually stamped out. In 1856 the Coastguard service was transferred from the Board of Customs to the Admiralty and its duties were defined as

(a) The defence of the coasts of the Realm.
(b) The more ready manning of Her Majesty's Navy in case of war or in emergency.
(c) The protection of the Revenue.

The Admiralty had thus earmarked the Coastguard as a suitable reserve in time of war and 3,000 Coastguards served in the Royal Navy during the Crimean War. In 1914 most of the Coastguards were sent to sea in ships of the Royal Navy and the Army took over the job of guarding the coast.

In 1925 the Board of Trade took over responsibility for HM Coastguard and, for the first time, its duties were defined as 'coast-watching and life-saving'.

Co-ordination of search and rescue

HM Coastguard is responsible for the co-ordination of all search and rescue operations around the coast. They call upon their own helicopter at Manston, RNLI lifeboats, RAF and RN aircraft and helicopters or passing shipping which can be alerted by broadcasts.

The Coastguards have also extended their watch to fishing vessels in Icelandic waters. An intensive watch is kept at Gorleston Coastguard Station on trawlers off Iceland, a plot of their movements being kept in conjunction with the *Miranda*, a specially equipped support ship with a Coastguard Inspector in command which is stationed in those waters during the winter months.

Coastguards also maintain radar surveillance of shipping from the Dover Strait Coastguard Station at St. Margarets, Kent in connection with the Dover Strait Separation Scheme. Other duties include patrolling the coastline to guard wrecked property, the supervision of the foreshore to prevent encroachment and to stop the illegal removal of sand and shingle and the plotting of oil slicks.

'T. & I.' subscriptions and sales

Subscription and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Government surplus sales

MINISTRY OF DEFENCE

January 19/20, 1972 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel: 0602-54272)

Commercial vehicles including light and heavy trucks, tractors, fork lifts, Leylands and Matadors, Dukws, Pantechnicon trailers with winch and air conditioning, various other trailers, cars, light vans, motor cycles, and 27½ kVA generating sets.

February 2 Miscellaneous Stores

Location: Auctioneer's Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel: 0752-69292)

Carpets, miscellaneous clothing and textiles, kitchen and glassware; ground sheets; tentage; wooden and metal furniture; large quantity of lamps and bulbs; jerricans; photographic equipment; pocket and other watches; microscopes; binoculars; telescopes; barographs; barometers; lifting jacks; MT and electrical spares; drawing instruments; charging and generating sets; aircraft tyres; padlocks; water tanks; scrap metals and paint; and many items of other general stores.

February 8-10 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel: 03292 4211)

Aluminium; miscellaneous clothing and textiles; crockery and glassware; tentage; charging sets; binoculars; MT and electrical spares; electric motors; petrol engines; tyres; concrete mixers; fork lift trucks; machine tools including lathes; machines; hydraulic press; bench drilling machines, etc.; a large quantity of diesel engines, and many items of other general stores.

Catalogues for the above sales are obtainable from the relevant auctioneers about two weeks prior to and up to the date of the sale, price 10p (Postal Order only).

Sales by Tender: Machine Tools

Horizontal Borers; Bench Drills; Surface Tool Grinders; Capstan and Centre Lathes; Horizontal Vertical Universal Millers; Shaping, Sawing, Sheetmetal working and Woodworking Machines, etc.
Location: Rosyth and Bandeath, Scotland.
Tender must be returned by 10 a.m. January 25, 1972.

Bar autos; horizontal and vertical borers; pedestal and radial drills; plain, surface and tool and cutter grinders; capstan, turret and centre lathes; profile, vertical, universal and horizontal millers; presses; sawing machines, etc.
Location: OS and DD Branston.
Tender must be returned by 10 a.m. February 16, 1972.

Sale by Tender: Press

Taylor and Challen 2,000 tons capacity 8 inch stroke vertical blanking press, weighing approximately 130 tons.
Location: Birtley, Co. Durham.
Tender must be returned by 10 a.m. February 23, 1972.

Permission to view on presentation of tender forms only, obtainable from:

Directorate of Sales Supply 6a(iv),
First Avenue House,
High Holborn,
London WC1 6HE.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Dec. 16, 1971
UK balance of payments (Q)	Dec. 16, 1971
Bankruptcy orders (Q)	This week
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	This week
Catering trades turnover (M)	Dec. 16, 1971
Chemicals industry (Q)	Nov. 25, 1971
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Dec. 23, 1971
N. Ireland (M)	Jan. 6, 1972
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Nov. 11, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	Dec. 16, 1971
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Dec. 23, 1971
Film industry:	
British Film Fund Agency returns (M)	Jan. 6, 1972
Cinema admissions and takings (M)	Dec. 9, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	July 15, 1971
Household consumption (Q)	Dec. 30, 1971
Footwear industry production, orders and deliveries (M)	Jan. 6, 1972
Foreign trade:	
EFTA trade (Q)	Dec. 2, 1971
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Dec. 16, 1971
Value of overseas trade (M)	Dec. 23, 1971
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	Dec. 16, 1971
Hire purchase business (M)	This week
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Dec. 23, 1971
N. Ireland index (M)	Jan. 6, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	This week
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Dec. 16, 1971
Machine tools deliveries and orders (Q)	Dec. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	Jan. 6, 1972
Motor trades turnover (M)	Dec. 16, 1971
Office development permits (Q)	Dec. 9, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Dec. 30, 1971
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	Dec. 23, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Dec. 16, 1971
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	This week
Retail (M)	Dec. 16, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	Jan. 6, 1972
Cotton production (M)	This week
Hosiery production (M)	Dec. 30, 1971
Wholesale houses sales (M)	Dec. 23, 1971
Wool exports (Q)	Dec. 30, 1971
Wool output (M)	This week
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Dec. 16, 1971
UK official reserves (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Dec. 23, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Jan. 6, 1972
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Dec. 16, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Dec. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	Dec. 30, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.3	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3			121	105.4	142	148	163			–21	–47	–11	7
May		125.3				104.9									
Jun		126.2				103.4									
Jul		125.8				105.0									
Aug		126.1				106.1									
Sep		126.9				105.2									
Oct		125.5 p				108.3									
Nov						106.7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16,1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	181	184	612
1971				132.4 p	137.8 p		752 p	128 p				
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	181	215
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	78
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	725	131		198	212	270
3rd qtr	118 p	155.3	*10.1*	133.9	139.2	248.5	802	121		196	216	342
4th qtr				132.9 p	140.2 p		850 p	116 p				
May	117	153.2	*9.8*	133.0	137.3	242.8	731	130		192	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	740	133		203	218	
Jul	117 p	155.2	*10.1*	135.3	139.0	247.1	788	122		195	212	
Aug	117 p	155.3	*10.3*	133.8	139.3	248.6	799	123		191	215	
Sep	118 p	155.5	*9.9*	132.5	139.5	249.7	819	118		203	222	
Oct	118 p	156.4	*9.4*	132.3	139.8	250.4 p	833	116		201 p	217 p	
Nov		157.3	*9.2*	132.8 p	140.1 p		855	117		196 p	201 p	
Dec				133.7 p	140.6 p		862 p	114 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(§§) This now includes food industries.

Capital expenditure of the manufacturing, distributive and service industries in the third quarter of 1971

Manufacturing industry

MANUFACTURING industry's investment in the third quarter of 1971 is now estimated at £397 million at 1963 prices seasonally adjusted, about 5 per cent greater than in the second quarter.

In the first three quarters of 1971 investment was about 3 per cent lower than in the corresponding quarters of 1970 after seasonal adjustment. On the same comparison investment in plant and machinery was about 3 per cent lower, investment in new building work about 7 per cent lower and investment in vehicles was virtually unchanged.

The various industry groups moved in different ways in the first three quarters of 1971 compared with the corresponding quarters of 1970.

There were sharp percentage increases in investment in metal manufacturing and the coal and petroleum products group of industries (about 30 per cent). Smaller increases of around 5 per cent occurred in the food, drink and tobacco group and in the residual group of other industries. There were sharp percentage falls of around 25 per cent in investment in the vehicles industry and also in the paper printing and publishing group of industries. Both the chemicals industry and the engineering shipbuilding and metal goods group of industries showed percentage falls of around 10 per cent and investment in the textile leather and clothing group of industries fell by about 19 per cent.

Distributive and service industries (excluding shipping)

Revised figures confirm that the estimated capital expenditure of the distributive and service industries (excluding shipping) in the third quarter of 1971 was some 3 per cent higher, at 1963 prices, seasonally adjusted, than in the previous quarter, but was still below the level recorded for the third quarter of 1970. Over the first nine months of 1971, expenditure was about 2 per cent lower than in the corresponding period of 1970 and this fall is now attributed to reductions of 7 per cent for investment in plant and machinery, and 8 per cent for investment in vehicles, which were only partly offset by an increase of 8 per cent in new building work.

In the classification according to industry groups, capital

(continued on page 54)

TABLE 1. FIXED CAPITAL EXPENDITURE AT 1963 PRICES SEASONALLY ADJUSTED OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

Period	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,402	1,210	1,068	124	724	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,837 (2,782)•	1,404 (1,379)•	1,206 (1,201)•	228 (203)•	730	625 (600)•	1,483 (1,453)•
1969	2,976 (3,031)•	1,501 (1,526)•	1,283 (1,288)•	192 (217)•	796	616 (641)•	1,564 (1,594)•
1970	3,196	1,631	1,317	248	796	645	1,755
1971							
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	673	331	299	43	175	143	355
2nd quarter	669	332	297	40	182	133	354
3rd quarter	709	350	298	60	186	160	363
4th quarter	787 (732)•	391 (366)•	311 (306)•	85 (60)•	186	189 (164)•	412 (382)•
1969 1st quarter	691 (746)•	346 (371)•	308 (313)•	38 (63)•	194	143 (168)•	354 (384)•
2nd quarter	744	378	318	48	200	157	387
3rd quarter	773	388	329	55	204	159	410
4th quarter	769	389	328	51	198	158	413
1970 1st quarter	751	389	316	46	193	145	413
2nd quarter	816	411	330	75	201	176	439
3rd quarter	800	413	332	56	197	156	447
4th quarter	829	419	339	71	205	169	456
1971 1st quarter	763	395	312	56	198	147	418
2nd quarter	787	379	319	89	200	183	404
3rd quarter	803	397	329	77	207	172	423
4th quarter							

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting—after exclusion of dwellings—for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

• After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £25 million for manufacturing industry, £5 million for distributive and service industry, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

FIXED CAPITAL EXPENDITURE AT 1963 SEASONALLY ADJUSTED

TABLE 2. FIXED CAPITAL EXPENDITURE OF MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total all manufacturing industries	Analysis by industry group									Analysis by type of asset		
		Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,118.2	156.0	22.7	139.1	204.0	245.7	88.3	92.5	73.3	96.6	288.8	73.5	755.9
1961	1,315.3	164.2	31.0	171.1	266.4	268.2	118.0	110.3	80.3	105.8	347.4	70.1	897.8
1962	1,210.4	163.0	22.6	172.7	228.6	235.4	105.6	94.6	80.7	107.2	325.5	61.5	823.4
1963	1,070.2	163.9	30.0	134.3	136.1	233.8	100.9	85.7	79.7	105.9	267.2	74.1	728.9
1964	1,210.4	185.2	36.7	164.7	114.4	279.9	90.9	116.3	90.8	131.5	297.5	90.9	822.0
1965	1,326.9	186.9	35.8	209.1	112.8	293.6	107.5	132.0	98.8	150.4	323.8	93.7	909.4
1966	1,366.2	178.8	57.3	228.7	116.0	298.7	119.9	128.3	86.2	152.3	311.4	89.7	965.1
1967	1 328.1	206.4	83.4	191.0	116.4	292.6	119.8	104.3	83.7	130.5	271.8	94.2	962.1
1968	1,403.8 (1,378.8)•	219.9	95.4	190.4	110.8	298.2	110.8	140.2	85.8	152.3	284.1	102.4	1,017.3 (992.3)•
1969	1,501.1 (1,526.1)•	209.7	74.6	220.7	130.8	308.1	132.6	151.0	92.3	181.3	323.0	109.5	1,068.6 (1,093.6)•
1970	1,631.1	208.8	64.2	280.6	207.2	357.5	139.7	115.7	102.6	154.8	318.8	100.9	1,211.4
1971													
1965 1st quarter	340.5	47.0	9.2	51.1	28.7	78.8	25.9	34.6	26.8	38.4	86.6	23.5	230.4
2nd quarter	318.8	44.8	8.3	50.2	28.1	69.8	24.7	31.3	26.1	35.5	78.8	22.7	217.3
3rd quarter	332.2	47.8	8.5	57.1	28.8	67.8	27.5	34.2	22.8	37.7	80.9	22.6	228.7
4th quarter	335.4	47.3	9.8	50.7	27.2	77.2	29.4	31.9	23.1	38.8	77.5	24.9	233.0
1966 1st quarter	344.6	45.3	12.0	60.5	28.7	73.5	32.3	31.4	20.6	40.3	77.8	22.9	243.9
2nd quarter	336.8	44.1	13.3	54.6	27.6	75.2	29.8	34.5	20.7	37.0	75.5	23.6	237.7
3rd quarter	345.3	43.9	16.5	57.7	29.2	75.6	28.9	31.9	21.5	40.1	78.4	22.3	244.6
4th quarter	339.5	45.5	15.5	55.9	30.5	74.4	28.9	30.5	23.4	34.9	79.7	20.9	238.9
1967 1st quarter	331.8	51.2	16.5	47.4	29.8	73.4	30.2	28.1	21.0	34.2	75.3	21.1	235.4
2nd quarter	349.8	52.4	21.8	54.9	31.6	77.4	31.7	26.1	22.0	31.9	71.3	24.3	254.2
3rd quarter	325.1	50.7	22.5	43.0	30.0	71.7	28.8	24.7	21.4	32.3	62.9	24.6	237.6
4th quarter	321.4	52.1	22.6	45.7	25.0	70.1	29.1	25.4	19.3	32.1	62.3	24.2	234.9
1968 1st quarter	330.9	49.4	20.4	43.4	32.4	70.7	27.5	31.1	21.5	34.5	63.9	25.9	241.1
2nd quarter	331.9	53.2	23.4	46.2	26.8	70.5	26.4	28.8	19.4	37.2	68.9	24.0	239.0
3rd quarter	350.0	58.0	22.3	46.0	25.5	74.9	31.6	34.3	20.2	37.2	75.0	25.4	249.6
4th quarter	391.0 (366.0)•	59.3	29.3	54.8	26.1	82.1	25.3	46.0	24.7	43.4	76.3	27.1	287.6 (262.6)•
1969 1st quarter	345.6 (370.6)•	51.7	21.4	49.1	25.4	74.4	26.0	37.9	18.1	41.6	79.5	26.1	240.0 (265.0)•
2nd quarter	378.1	53.9	18.2	54.9	32.8	75.2	32.1	39.8	24.0	47.2	82.4	29.5	266.2
3rd quarter	388.4	52.8	18.2	59.8	33.9	79.4	35.6	37.4	25.2	46.1	82.2	27.3	278.9
4th quarter	389.0	51.3	16.8	56.9	38.7	79.1	38.9	35.9	25.0	46.4	78.9	26.6	283.5
970 1st quarter	389.1	50.3	14.6	66.7	42.5	86.9	32.5	30.2	26.5	38.9	78.9	25.6	284.6
2nd quarter	410.6	52.9	15.7	68.6	48.0	91.4	36.2	31.0	26.4	40.4	83.6	25.7	301.3
3rd quarter	412.6	49.7	19.7	72.1	49.2	90.8	37.2	30.0	24.9	39.0	79.6	24.4	308.6
4th quarter	418.8	55.9	14.2	73.2	67.5	88.4	33.8	24.5	24.8	36.5	76.7	25.2	316.9
1971 1st quarter	395.4	52.5	19.5	67.5	63.8	80.3	26.6	26.8	19.5	38.9	73.5	25.1	296.8
2nd quarter	378.6	52.1	19.5	58.1	56.5	79.5	26.3	25.5	20.6	40.5	75.5	24.4	278.7
3rd quarter	397.2	57.7	25.8	65.1	59.7	77.1	28.6	21.8	18.8	42.6	76.1	26.0	295.1
4th quarter													

CAPITAL EXPENDITURE OF THE MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES IN THE THIRD QUARTER

continued

expenditure by wholesalers in the third quarter of 1971 remained slightly below the corresponding level of 1970 while total investment by retailers continued a little above that in the previous year. However, investment by the group of other industries increased by some 5 per cent between the second and third quarters of 1971, and this rise helped to offset the marked reduction in the first half of the year, so that over the first nine months of 1971, investment by this group was some 3 per cent lower than in the corresponding period of 1970.

Shipping industry

Capital expenditure by the shipping industry in the third quarter of 1971 is now estimated to have been £77 million, at 1963 prices, seasonally adjusted, well below the peak level recorded in the previous quarter, but well above the estimate for the third quarter of 1970. Over the first nine months of 1971, the shipping industry's investment was some 25 per cent higher, than that in the corresponding period of the previous year.

FIXED CAPITAL EXPENDITURE AT 1963 PRICES SEASONALLY ADJUSTED

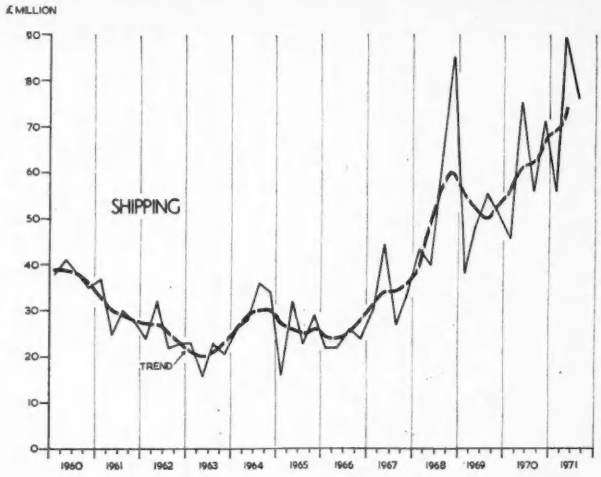


TABLE 3. FIXED CAPITAL EXPENDITURE IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING) AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,206 (1,201)•	131	232	843 (838)•	440	300	466 (461)•
1969	1,283 (1,288)•	127	243	913 (918)•	466	321	495 (500)•
1970	1,317	124	249	944	470	304	543
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	299	35	55	209	110	76	114
2nd quarter	297	31	58	209	112	71	115
3rd quarter	298	31	59	208	110	76	113
4th quarter	311 (306)•	36	59	218 (213)•	108	78	124 (119)•
1969 1st quarter	308 (313)•	32	59	217 (222)•	114	80	114 (119)•
2nd quarter	318	31	60	226	116	81	121
3rd quarter	329	32	60	237	120	79	131
4th quarter	328	32	64	232	117	82	130
1970 1st quarter	316	31	62	223	113	74	129
2nd quarter	330	33	62	235	115	77	137
3rd quarter	332	32	63	238	116	77	139
4th quarter	339	29	62	248	125	75	139
1971 1st quarter	312	29	63	219	123	68	121
2nd quarter	319	30	67	222	121	73	125
3rd quarter	329	30	65	234	129	72	128
4th quarter							

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TABLE 4. FIXED CAPITAL EXPENDITURE AT CURRENT PRICES OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,902	1,035	705	162
1961	2,913	1,253	808	132
1962	2,119	1,183	829	107
1963	2,064	1,070	910	84
1964	2,445	1,236	1,086	123
1965	2,657	1,420	1,137	100
1966	2,742	1,521	1,122	99
1967	2,799	1,485	1,174	140
1968	3,230	1,632	1,352	247
1969	3,523	1,813	1,492	217
1970	4,055	2,137	1,618	301
1971				
1965 1st quarter	638	338	285	15
2nd quarter	643	334	279	30
3rd quarter	642	357	264	21
4th quarter	735	392	308	35
1966 1st quarter	661	361	279	21
2nd quarter	662	362	278	22
3rd quarter	677	382	269	26
4th quarter	742	416	296	30
1967 1st quarter	675	358	288	29
2nd quarter	715	376	295	44
3rd quarter	672	360	287	25
4th quarter	739	392	305	42
1968 1st quarter	732	359	332	41
2nd quarter	744	371	330	43
3rd quarter	787	405	323	59
4th quarter	968	497	367	104
1969 1st quarter	778	386	355	38
2nd quarter	852	435	365	53
3rd quarter	896	470	369	57
4th quarter	997	524	404	70
1970 1st quarter	894	464	379	50
2nd quarter	995	510	399	87
3rd quarter	1,002	546	395	61
4th quarter	1,164	617	445	103
1971 1st quarter	989	518	407	65
2nd quarter	1,047	520	419	108
3rd quarter	1,094	577	425	92
4th quarter				

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates with the exception of those for manufacturing industry in Table 2 are shown to the nearest £M but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

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Manufacturers' and distributors' stocks in the third quarter of 1971

Manufacturing industry

REVISED figures indicate that manufacturers' stocks fell in the third quarter by £47 million at 1963 prices, seasonally adjusted.

The revised figures for materials and fuel stocks confirm the provisional indication of substantial destocking. The fall in the third quarter was the largest fall ever recorded. Work in progress rose slightly but this was more than offset by a fall in stocks of finished goods.

The ratio of manufacturers' stocks to production continued to fall during the third quarter. The stocks/output ratio at the end of the third quarter was the lowest since the fourth quarter of 1969.

Stocks fell in each of the six industry groups analysed. The biggest falls were shown in the food, drink and tobacco industry group, the engineering, shipbuilding, vehicles and metal goods industry group and also the other manufacturing industries group. Stocks in the textiles, leather and clothing industry continued the fall which began in the second quarter of 1970.

Distributive industries

Wholesalers' stocks are now estimated to have fallen by £11 million, at 1963 prices, seasonally adjusted, in the third quarter of 1971, which nearly offsets the rise in the previous quarter. Over the first nine months of the year, the increase in these stocks is the smallest recorded in this series. The fall in the third quarter is now attributed to a reduction in the estimated level of stocks held by dealers in industrial materials and machinery. Retailers' stocks rose by £7 million, at 1963 prices, seasonally adjusted, in the third quarter of 1971, confirming a fall in these stocks over the first nine months of the year.

VALUE OF PHYSICAL INCREASE IN STOCKS AT 1963 PRICES SEASONALLY ADJUSTED

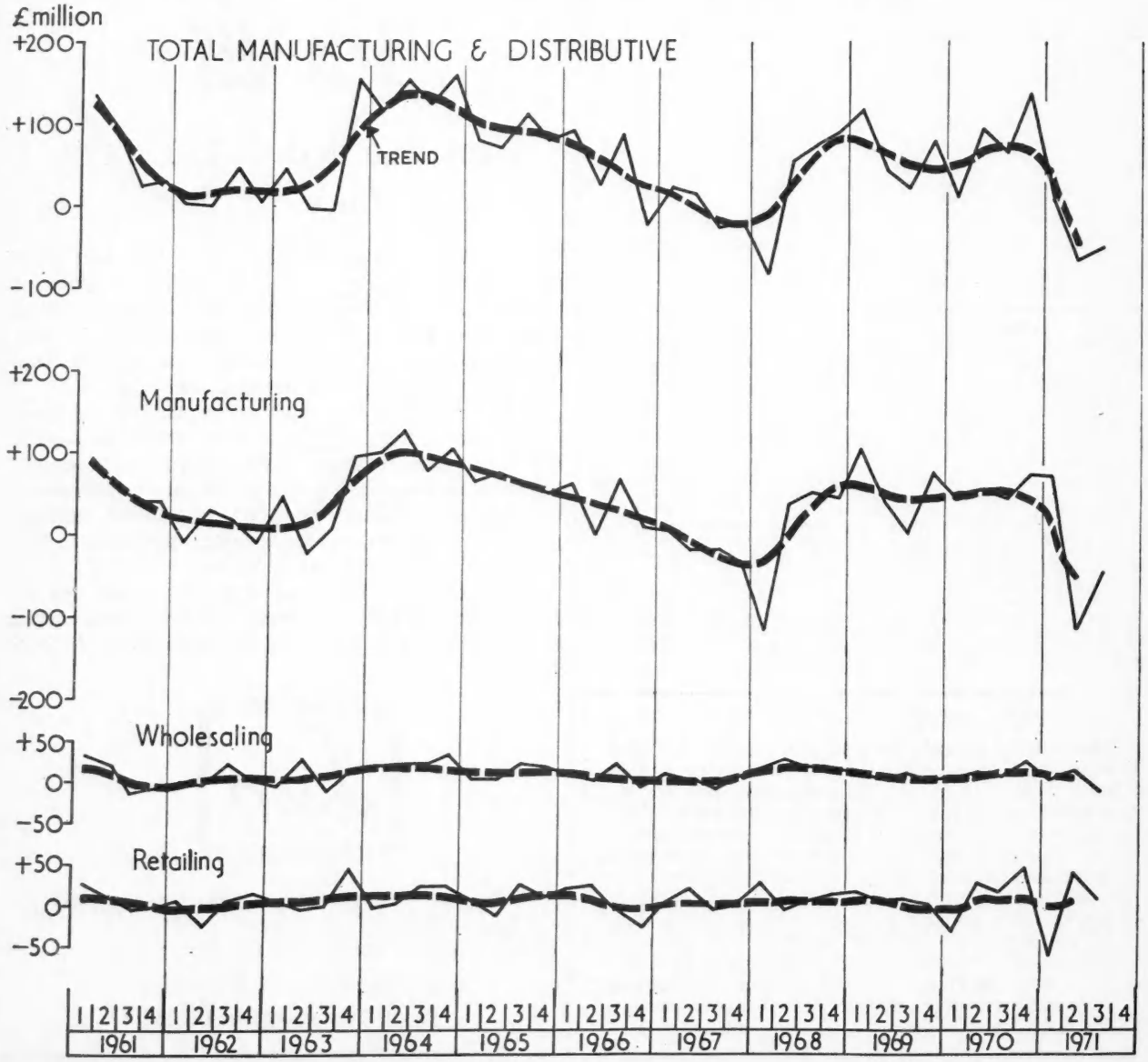

TABLE 1. VALUE OF PHYSICAL INCREASE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS AT 1963 PRICES SEASONALLY ADJUSTED

£ million

	Total	Manu-facturing	Wholesaling	Retailing
Level of stocks at end 1970	10,131	7,509	1,266	1,357
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	–2	–37	13	22
1968	138	23	75	41
1969	285	232	26	27
1970	307	214	42	51
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	–12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	–4
4th quarter	–21	10	–6	–24
1967 1st quarter	23	8	10	6
2nd quarter	16	–8	4	20
3rd quarter	–22	–8	–10	–4
4th quarter	–19	–30	9	1
1968 1st quarter	–68	–111	16	27
2nd quarter	57	39	26	–7
3rd quarter	75	51	14	9
4th quarter	74	44	19	12
1969 1st quarter	139	114	12	14
2nd quarter	48	41	2	5
3rd quarter	22	4	10	8
4th quarter	76	74	2	—
1970 1st quarter	11	42	1	–32
2nd quarter	93	55	12	26
3rd quarter	65	44	7	14
4th quarter	138	72	23	44
1971 1st quarter	10	70	2	–62
2nd quarter	–65	–114	12	38
3rd quarter	–51	–47	–11	7

TABLE 2. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

		Analysis by industry group						Analysis by type of asset		
	All manu-facturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manu-facture	Engineer-ing, ship-building, vehicles and metal goods	Textiles leather and clothing	Other manu-facturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1970	7,509	968	760	534	3,735	759	752	2,561	2,749	2,199
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	–1	–18	42	–19	–3	–60	43	47
1963	122	46	–14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	–2	41	56	98	109
1966	143	–11	31	–16	84	26	30	–22	33	133
1967	–37	18	6	–27	11	–32	–12	–39	34	–33
1968	23	—	57	30	–91	2	25	6	–	17
1969	232	3	58	–23	118	47	30	39	22	172
1970	214	14	46	32	150	–23	–5	98	36	80
1965 1st quarter	66	–13	–2	10	52	10	10	1	48	17
2nd quarter	78	2	21	–	49	–4	12	29	7	42
3rd quarter	67	16	4	7	34	–7	14	13	32	22
4th quarter	51	–2	4	10	34	–1	6	12	11	28
1966 1st quarter	62	4	11	–4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	–15	6	18	40	10	10	23	–	46
4th quarter	10	—	6	–11	9	4	2	–28	4	34
1967 1st quarter	8	–3	4	–3	10	– 6	6	–9	15	3
2nd quarter	–8	3	–16	–7	24	– 6	–5	–21	4	9
3rd quarter	–8	17	24	–9	–27	– 3	–9	–1	3	–10
4th quarter	–30	1	–6	–8	4	–17	–3	–7	12	–34
1968 1st quarter	–111	3	–13	2	–87	–10	–7	–12	–18	–81
2nd quarter	39	–1	32	9	–20	7	11	1	5	33
3rd quarter	51	–12	19	11	27	–2	9	–1	19	33
4th quarter	44	10	19	8	–11	6	12	17	–6	32
1969 1st quarter	114	2	15	1	67	21	10	19	35	60
2nd quarter	41	–3	15	–5	23	3	8	21	–12	32
3rd quarter	4	15	–8	–15	–8	12	8	–20	4	20
4th quarter	74	–10	37	–4	37	11	4	19	–5	61
1970 1st quarter	42	6	15	1	15	1	4	11	–10	41
2nd quarter	55	8	11	4	48	–9	–6	41	28	–13
3rd quarter	44	–9	6	13	42	–5	–3	19	8	17
4th quarter	72	10	13	14	45	–10	1	28	9	35
1971 1st quarter	70	12	7	23	31	–2	—	–14	19	65
2nd quarter	–114	—	13	–15	–66	–33	–13	–32	–53	–29
3rd quarter	–47	–11	–2	–5	–13	–2	–14	–40	13	–20

(continued on next page)

TABLE 3. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY WHOLESALERS AT 1963 PRICES SEASONALLY ADJUSTED

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1970	1,266	767	111	388
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	26	10	–1	17
1970	42	8	–6	40
1965 1st quarter	5	–2	–1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	–1
2nd quarter	1	1	2	–2
3rd quarter	21	18	–3	7
4th quarter	–6	–8	–1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	–4	–2
3rd quarter	–10	–10	2	–2
4th quarter	9	9	1	–1
1968 1st quarter	16	19	1	–4
2nd quarter	26	13	5	8
3rd quarter	14	11	–1	4
4th quarter	19	4	–1	16
1969 1st quarter	12	3	–1	9
2nd quarter	2	–7	—	9
3rd quarter	10	7	2	1
4th quarter	2	6	–2	–2
1970 1st quarter	1	–9	—	10
2nd quarter	12	7	–4	8
3rd quarter	7	–2	–3	12
4th quarter	23	12	—	10
1971 1st quarter	2	–14	5	10
2nd quarter	12	10	4	–3
3rd quarter	–11	—	1	–12

TABLE 4. INCREASE IN THE BOOK VALUE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1970	13,441	10,018	1,670	1,753
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	1,027	822	104	102
1970	1,248	902	164	182
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	–10
3rd quarter	170	109	63	–1
4th quarter	94	104	–5	–5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	–21
4th quarter	–63	–5	–20	–37
1967 1st quarter	39	–14	–15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	–38
4th quarter	73	49	32	–8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	–22
4th quarter	190	135	28	27
1969 1st quarter	349	234	16	99
2nd quarter	236	216	18	2
3rd quarter	182	138	65	–21
4th quarter	260	234	4	22
1970 1st quarter	314	252	17	46
2nd quarter	319	256	26	38
3rd quarter	223	144	78	1
4th quarter	392	250	43	98
1971 1st quarter	259	217	16	26
2nd quarter	265	146	45	74
3rd quarter	43	16	56	–29

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

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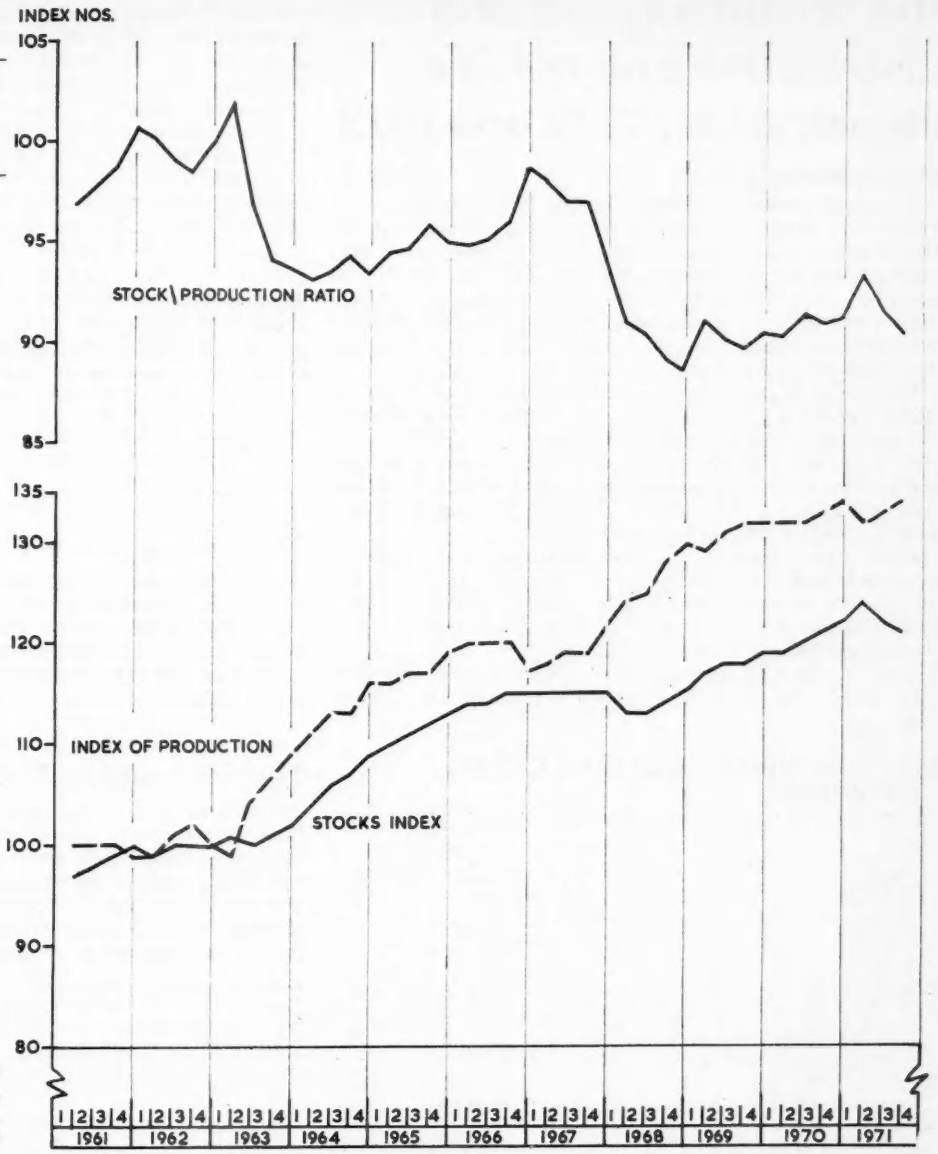
TABLE 5. THE RELATIONSHIP OF MANUFACTURERS' STOCKS TO MANUFACTURING PRODUCTION

	Index numbers—4th quarter 1962 = 100 Seasonally adjusted		
	Stock levels at 1963 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1961 Q 1	97	100	96.9
2	98	100	97.8
3	99	100	98.8
4	100	99	100.7
1962 Q 1	99	99	100.3
2	100	101	99.1
3	100	102	98.6
4	100	100	100.0
1963 Q 1	101	99	102.1
2	100	104	96.9
3	101	107	94.2
4	102	109	93.7
1964 Q 1	104	111	93.1
2	106	113	93.6
3	107	113	94.4
4	109	116	93.5
1965 Q 1	110	116	94.5
2	111	117	94.6
3	112	117	95.9
4	113	119	95.0
1966 Q 1	114	120	94.9
2	114	120	95.1
3	115	120	96.0
4	115	117	98.7
1967 Q 1	115	118	98.1
2	115	119	97.1
3	115	119	97.0
4	115	122	94.2
1968 Q 1	113	124	91.1
2	114	125	90.6
3	114	128	89.4
4	115	130	88.7
1969 Q 1	117	129	90.3
2	118	131	89.5
3	118	132	89.3
4	119	132	90.1
1970 Q 1	120	132	90.5
2	120	132	91.5
3	121	133	91.2
4	122	134	91.3
1971 Q 1	124	132	93.3
2	122	133	91.5
3	121	134	90.4



Notes:
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.
(3) The index number of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

FINANCE FOR TECHNOLOGY

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET, or by telephoning 01-828 3400.

Investment intentions of the manufacturing and distributive and service industries for 1972 and 1973

Manufacturing industry

FORECASTS of capital expenditure provided to the Department of Trade and Industry by manufacturing industry in November/December last year, suggest that manufacturing industry was then expecting that investment would fall by about 3 per cent in real terms between 1971 and 1972, and on a preliminary view, that there might be a rise in investment between 1972 and 1973. At present, investment in 1971 appears likely to fall by somewhat less than the 6 per cent to 8 per cent previously indicated.

Most industry groups were expecting investment to decline in 1972 but contrary to this trend, a significant increase in investment was expected by the iron and steel industry where investment is already at a high level. Smaller increases were expected by the coal and petroleum products industry, and the food, drink and tobacco group of industries. The outlook for expenditure on new building work was weaker than for total investment.

It is to be emphasised that the interpretation of companies' forecasts is subject to some margin of uncertainty. The interpretation is based on past relationships between forecasts and out-turn of expenditure, but there is uncertainty about the extent to which these relationships are appropriate to the future.

To give a guide to the orders of magnitude involved, the table below gives a run of figures with rounded estimates for 1971 and 1972.

MANUFACTURING INDUSTRY'S CAPITAL EXPENDITURE

	£m. 1963 prices
1961	1,315
1962	1,210
1963	1,070
1964	1,210
1965	1,327
1966	1,366
1967	1,328
1968	1,379 (†)
1969	1,526 (†)
1970	1,631
1971 (round estimate)	1,550
Changes expected between 1971 and 1972 (see text above)	3 per cent
1972 (round estimate)	1,500

† After allowing for expenditure estimated at £25 million brought forward into 1968 from 1969 in order to secure the higher rate of investment grants which ended on December 31, 1968.

Distributive and service industries (excluding shipping)

Following a probable decline of some 2 per cent in the volume of investment by the distributive and service industries (excluding shipping) in 1971, company forecasts made in November/December 1971 suggest that this fall will be succeeded by an increase in 1972 of very similar magnitude. Forecasts from the previous inquiry had indicated that the fall between 1970 and 1971 would be greater than 2 per cent, but that the subsequent rise in 1972 would be much the same as now envisaged. For 1973, companies' preliminary forecasts seem to suggest that the volume of investment may show a further moderate increase over 1972.

Shipping industry

Experience of previous inquiries indicates that it is particularly difficult to produce reliable forecasts of investment for the shipping industry, but companies' forecasts made in November/December 1971 do suggest a further substantial rise in the volume of investment in 1972, following a probable increase of more than 20 per cent in 1971. Companies' forecasts suggest a possible reduction in the volume of expenditure in 1973.

The results of the next inquiry will be published in June.

Note

The estimates given above of expected investment were derived from the aggregation of expectations of expenditure returned by a sample of companies. Information was collected in August/September 1971 for the third main inquiry for 1971 and the first main inquiry for 1972. Information for the second main inquiry for 1972 was collected in November/December 1971.

An article in *Economic Trends*, September 1970 on the investment intentions inquiry in manufacturing industry described the nature of the information collected from industry and the past results of the inquiry. Further information was published in a note in the Investment Intentions article published in *Trade and Industry* of January 20, 1971. The following table brings up to date Table A on page lviii of the *Economic Trends* article.

AGGREGATED CONTRIBUTORS' EXPECTATIONS AND ACTUAL CAPITAL EXPENDITURE IN MANUFACTURING INDUSTRY

	Aggregated contributors' Expenditure			£m
	Main inquiry			Actual capital expenditure at current prices
	1st	2nd	3rd	
1970	2,244	2,456	2,246	2,137
1971	2,367	2,454	2,394	
1972	2,431	2,462		

The interpretation of companies' expectations is subject to some margin of uncertainty. In general, the aggregated expectations exceed actual capital expenditure and, as explained in the article in using the results of the latest inquiry consideration has to be given to the way in which past expectations have related to actual capital expenditure.

The Bankruptcy Acts 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended September 30, 1971 and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four quarters are as follows:

Receiving Orders and Orders of Administration	3rd quarter 1971	2nd quarter 1971	1st quarter 1971	4th quarter 1970	3rd quarter 1970
High Court	298	386	315	276	248
County Courts	794	819	830	904	926
TOTAL	1,092	1,205	1,145	1,180	1,174
Deeds of Arrangement Total number registered	45	48	26	53	45

Information regarding the quarter ended September 30, 1971 was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated January 6, 1972.

United Kingdom official reserves in December 1971; and SDR allocation

HM TREASURY announce that the dollar value of UK official reserves rose by $1,010 million during December to stand at $6,582 million at the end of the month, after the normal end-year debt service payments to the US and Canada of $267 million.

The sterling value of the reserves at the end of December was £2,526 million, calculated at the new middle rate of £1 = $2.6057. This was an increase of £204 million over the end-November figure of £2,322 million calculated at the then rate of £1 = $2.40.

On January 3, in accordance with the arrangements agreed at the Annual Meeting of the IMF in 1969, the UK received SDR 297 million (equivalent to $322 million or £124 million) as its share of the third allocation of SDR. These SDR are not included in the end-December figure for the reserves.

Census of Distribution for 1971

A CENSUS of retail distribution and closely related service trades is being conducted during 1972 by the Business Statistics Office of the Department of Trade and Industry in respect of trade done in 1971.

It is expected that some 400,000 firms will be asked to make returns covering some 600,000 establishments. Census forms will be issued on January 20.

This will be the third full census of distribution, previous ones having been taken for 1950 and 1961 with sample surveys for 1957 and 1966.

The businesses to be included in the census are those engaged in retail trade, the repair, maintenance or installation of consumer goods, the hiring out of consumer goods, hairdressing, laundering or dry cleaning (including the operation of launderettes and towel or other linen hire), pawnbroking, check trading, and the relaying of sound or television broadcasts. Firms mainly engaged in wholesaling, catering, the sale and repair of motor vehicles and the selling of motor parts and accessories, oil, petrol, coal, building materials and agricultural supplies are not included.

The questions to be asked of retailers will in general be similar to those asked in previous censuses. They will cover sales, purchases, stocks, persons engaged in the business, the total of wages and salaries paid, capital expenditure, book debts at the end of the year, certain costs of operating a trader's own goods vehicles and amounts paid to other firms for transporting goods, selling space in shops and a ticking list to indicate the kinds of goods sold.

The very small traders (those with turnover of less than £10,000 in the year) will be asked to give only total turnover, total purchases and details of the persons working in the business. They will also be asked to complete the ticking list of goods sold.

All traders will also be asked to give some general information about the business, for example, as to whether they operate a sub post office, sell goods by self-service or self-selection, are members of a retailers' buying group, purchase from cash and carry warehouses or give trading stamps.

The results of the census will be published, though without disclosing any details about individual businesses which will be held in strict confidence. It is expected that provisional results will be available by the end of 1972 and that the publication of final reports will start in the summer of 1973.

The 1971 Census: what retailers are being asked

Details of the information required by the Business Statistics Office of the Department of Trade and Industry for the 1971 retail census are as follows. Every retailer in Britain is being asked to give for his business:

(i) Total turnover
(ii) Total purchases
(iii) The number of persons in the business

In addition retailers whose turnover in 1971 was £10,000 or over are being asked for:

(i) An analysis of turnover by specified classes of goods sold and services provided
(ii) Wages and salaries paid
(iii) Stocks of goods for sale or processing at the beginning and at the end of the year
(iv) Capital expenditure in the year on land, buildings, vehicles, plant, machinery and other capital equipment
(v) Sales on hire purchase and other instalment credit terms
(vi) Book debts at the end of the year
(vii) Floor space devoted to selling and display
(viii) Certain costs of operating traders' own goods vehicles and other transport costs.

All traders are also being asked to indicate which of the items on a check list were sold in each establishment. Multiple organisations are being asked to give figures for employment, total turnover, square footage of selling space and capital expenditure in respect of each of their individual branches.

There are also separate specially designed forms for market traders other than those trading from fixed lockable premises, for launderers and dry cleaners, for specialist footwear repairers, for specialist hairdressers, for automatic vending machine operators, for radio and television relay organisations and for check traders. These forms ask for total turnover and persons engaged in the business and firms are also being asked to give a breakdown of turnover under certain headings appropriate to the type of business. Larger firms are being asked to give information about capital expenditure and transport costs.

Traders may provide information either for the calendar year 1971, or for a business year ending on any date from April 6, 1971 to April 5, 1972 inclusive.

The Business Statistics Office has planned the Census in consultation with an advisory committee on which both large and small retailers are represented.

Retailers and others covered by the Census have an obligation under the Statistics of Trade Act 1947 to provide the Business Statistics Office with the information requested.

Facts about individual organisations will be kept completely confidential.

Any inquiries about the census should be addressed to the Business Statistics Office, Cardiff Road, Newport, Mon NPT IXG (Tel: Newport, Mon (STD Code 0633) 56111, Ext. 100).

The Order prescribing the scope of the census is the Census of Distribution (1972) Order 1970 (SI 1970 No. 1715) copies of which may be obtained from HM Stationery Office, 49 High Holborn, London WC1 and branches or through any bookseller (price 5p) or by post from HMSO, PO Box 569, London SE1 (price 7½p).

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, January 7, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Art of Claude Lorrain	BR/E 35935/8/1/77	25	January 4	British Film Institute	Balfour Films
The Castle of Fu Man Chu	BR/E 35937/8/1/77	92	January 6	MGM-EMI Distributors Ltd.	Towers of London (Films) Ltd.
No Blade of Grass	BR/E 35938/8/1/77	74	January 6	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer British Studios Ltd.
Movietone News 2222	BR/E 35866/8/1/77	10	January 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2222A	BR/E 35867/8/1/77	10	January 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Raid on Rommel	F 35928	98	January 3	Rank Film Distributors Ltd.	Universal International Films Inc.
Sex Service	F 35929	53	January 3	Butcher's Film Distributors Ltd.	Star Film, Paris
200 Motels	F 35930	119	January 3	United Artists Corporation Ltd.	Murukami-Wolf Productions Inc.
A Pair of Sneakers	F 35931	6	January 3	United Artists Corporation Ltd.	Mirisch Company Inc.
The Great Barrier Reef (La Grande Barriere de Corail)	F 35932	92	January 3	Connoisseur Films Ltd.	A. Disteche Liège
Brother John	F 35933	95	January 4	Columbia-Warner Distributors Ltd.	E and R Production Corporation
Summertree	F 35934	89	January 4	Columbia-Warner Distributors Ltd.	Bryna Company Production
Good Little Girls	F 35936	88	January 4	Border Film Productions (London) Ltd.	Carlton Film Export, Paris
Genesis	F 35939	9	January 6	Curzon Film Distributors Ltd.	Ceskoslovensky Filmexport, Prague
The Naked Countess	F 35940	78	January 6	S.F. Film Distributors Ltd.	Lisa Film, Munich
Part-Time Virgins	F 35941	90	January 6	Richard Schulman Entertainments Ltd.	Alexander Beck Enterprises Inc.

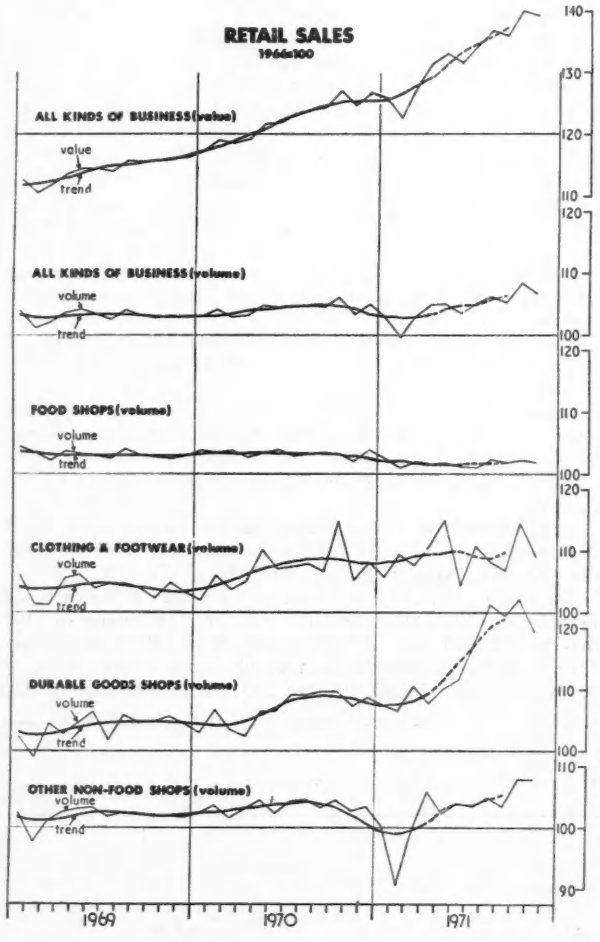
Amendment to the register:
The title of the film 'The Cop' (F 35814) registered on November 24, 1971, has been amended to 'Blood on my Hands'.

Retail trade in November

THE seasonally adjusted index of the volume of retail trade in November is 106.7 (1966 = 100), which is less than the high figure for October but still well above the average of 105.4 for the third quarter. Sales by clothing and footwear shops and durable goods shops were less than in October, but those by 'other non-food shops' (including mail order businesses and department stores) were well maintained.

In October and November taken together the volume of total sales was 2 per cent more than on average in the third quarter. Sales by clothing and footwear shops increased by 3 per cent, and sales by 'other non-food shops' were up by 4 per cent. Sales by durable goods shops were a little above the level reached in the third quarter, but sales by food shops were not much changed.

The total volume of sales by all kinds of business in November was 3 per cent more than in November 1970. At current prices the increase was 11 per cent.



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by November 1971 sales was the four weeks from October 31, 1971 to November 27, 1971, the corresponding period in 1970 was from November 1, 1970 to November 28, 1970.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1969 4th quarter	102.9	102.8	102.9	103	105	102
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	101.9	101.8	101.9	108	108	97
2nd quarter	104.3	101.4	106.8	110	110	104
3rd quarter	105.4	101.7	108.5	108	121	104
1971 April	104.7	101.6	107.7	111	108	106
May	104.9	101.7	107.5	115	110	102
June*	103.4	101.1	105.6	104	112	104
July	105.0	101.0	108.2	111	118	104
August	106.1	102.2	109.4	108	124	105
September*	105.2	101.8	107.9	107	122	103
October	108.3	102.2	112.8	114	125	108
November	106.7	101.8	110.3	109	119	108
1971 June-Aug.	104.7	101.4	107.6	108	117	104
Sept.-Nov.	106.6	101.9	110.1	110	122	106
Percentage increase	1.8	0.5	2.3	2	4	2

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1969 4th quarter	116.1	117.5	115.4	113	115	117
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.5	126.9	124.4	127	130	121
2nd quarter	131.9	131.3	132.7	132	134	132
3rd quarter	135.6	135.1	136.2	132	149	134
1971 April	131.3	129.7	133.0	133	132	133
May	133.0	132.4	133.8	138	135	130
June*	131.5	131.7	131.6	126	136	132
July	134.3	133.3	135.3	134	144	133
August	136.6	135.8	137.5	132	152	135
September*	135.9	135.9	136.0	131	150	134
October	139.8	136.8	142.2	141	152	139
November	139.2	137.7	140.1	136	147	140
1971 June-Aug.	133.9	133.5	134.6	130	143	133
Sept.-Nov.	138.1	136.7	139.2	135	150	137
Percentage increase	3.1	2.4	3.4	4	5	3

Hire purchase and other instalment credit business in November

At £198 million (seasonally adjusted), new instalment credit extended in November by finance houses and retailers was £10 million more than in October, though a little below the high August and September levels. New credit in October and November taken together was 2 per cent more, on average, than the average for the third quarter as a whole.

The increase in November itself was in new credit advanced by finance houses, mainly for cars. However, advances by finance houses in October and November were 3 per cent less, on average, than in the third quarter.

Sales on instalment credit by retailers in November were much the same as in October: lower sales by durable goods shops and department stores being offset by a further increase in sales by 'other instalment credit retailers' (mainly mail order businesses). Credit sales by retailers in October and November taken together were on average 6 per cent more (at current prices) than in the third quarter. This reflected a marked increase in trade by mail order businesses between the two periods.

Total instalment debt owing to finance houses and retailers increased by £31 million in November in seasonally adjusted terms. At the end of the month it was 17 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers ‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1967	1,520	–40	746	–15	774	–25
1968	1,600	43	769	26	831	17
1969	1,517	–19	701	–21	816	2
1970	1,716	87	822	58	894	29
1969 3rd quarter	382	– 7	176	– 4	206	– 3
4th quarter	390	2	180	—	210	2
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	406	—	213	17	193	–17
2nd quarter	451	30	212	8	239	22
3rd quarter	569	101	291	66	278	35
1971 April	158	14	72	4	86	10
May	146	8	68	4	78	4
June	147	8	72	—	75	8
July	162	9	78	7	84	2
August	206	50	105	30	101	20
September	201	42	108	29	93	13
October	188	37	89	22	99	15
November	198	31	99	16	99	15
1971 June-Aug.	515	67	255	37	260	30
1971 Sept.-Nov.	587	110	296	67	291	43
Percentage increase	14		17		12	

† Direct business only; i.e. excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

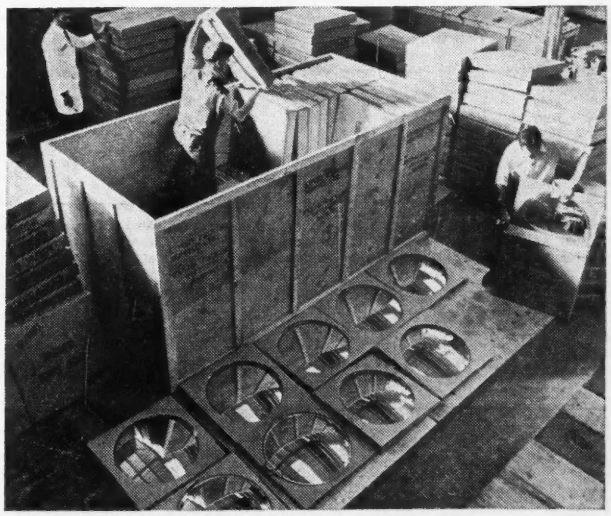
	Total†	Durable goods shops	Department stores	Other instalment credit retailers ‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1967	103	101	105	104
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1969 3rd quarter	109	100	114	115
4th quarter	111	102	117	117
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	105	120	133	93
2nd quarter	128	118	139	133
3rd quarter	142	158	156	130
1971 April	136	116	136	150
May	126	121	141	127
June*	122	117	139	124
July	132	139	142	127
August	153	170	164	141
September*	141	165	161	123
October	151	160	159	144
November	150	155	157	146
1971 June-Aug. Av.	135	140	148	130
1971 Sept.-Nov. Av.	147	160	159	137
Percentage increase	9	15	8	5

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by November 1971 sales was the four weeks from October 31, 1971 to November 27, 1971. The corresponding period in 1970 was from November 1, 1970 to November 28, 1970.



A batch of 700 convex retail security mirrors being packed at the Chipping Warden site of Export Packing Service Ltd., for the Volumatic Company of Coventry. They are destined for Australia for use by self-service stores and supermarkets to combat shoplifting. The order came from the Volumatic distributor in Brisbane—Security Protection Services—and was one of the first to follow the setting up of an international export marketing group for security and safety products by the Volumatic Company last August, in conjunction with Associated Safety Products Pty. Ltd. of Australia. Agents have been appointed in most Australian states and in South Africa, the USA, Norway and Italy. Orders have also come from Ghana, Malta, Sweden, Kuwait and Bermuda.

Production of man-made fibres in November

THE volume of production of man-made fibres in November was three per cent more than in November 1970.

Total production by weight of man-made fibres in November was four per cent more than in November 1970 with output of continuous filament two per cent more and staple fibre six per cent more.

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Tel. 01-222 7877, Ext. 2867 or 2858.

MAN-MADE FIBRE PRODUCTION

Thousand metric tonnes (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1969 1st quarter	141.9	65.3	76.6
2nd quarter	143.7	64.7	79.0
3rd quarter	125.8	57.6	68.2
4th quarter	142.6	64.9	77.7
1970 1st quarter	146.8	63.4	83.4
2nd quarter	155.7	67.6	88.0
3rd quarter	148.7	60.7	88.0
4th quarter	148.3	65.8	82.5
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
1970 June	51.3	22.0	29.3
July	52.2	21.3	30.9
August	45.5	19.0	26.6
September	51.0	20.5	30.5
October	48.8	22.0	26.8
November	50.0	22.7	27.3
1971 June	49.4	22.5	26.8
July	51.6	22.8	28.8
August	45.4	20.4	25.0
September	50.8	23.0	27.8
October	52.4	23.6	28.8
November	52.0	23.2	28.9

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Production in the cotton industry

THE volume of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in October 1971 was tt the same level as in October 1970.

Statistics issued by the Textile Council show that in the ten months January to October the amount of cloth woven was seven per cent less than in the corresponding period of last year. Production of single yarn was seven per cent less and the amount of yarn doubled 15 per cent less.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1970 October	7.5	3.6	2.0	2.7	4.2	14.3	11.1
November	7.5	3.8	2.0	2.6	4.6	14.1	11.1
December*	5.7	3.1	1.5	1.9	3.7	11.5	8.8
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.3	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	**3.4		3.4	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.7	12.7	11.2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Can no longer be shown separately.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES

1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238

	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	214
2nd quarter	248	236
3rd quarter	234	258
4th quarter	241	243
1971 1st quarter	263	252
2nd quarter	253	242
3rd quarter	241	263
1970 August	219	259
September	244	263
October	240	247
November	251	248
December	233	233
1971 June	246	243
July	244	256
August	224	261
September	256	272
October	250	258
November	260	254

Output of the wool textile industry

THE volume of production in the wool textile industry in October was 10 per cent less than in October 1970.

Statistics issued by the Wool Industry Bureau of Statistics show that in the ten months January to October deliveries of woven fabrics (excluding blankets) were 14 per cent less than in the corresponding period of 1970, and deliveries of worsted yarn (excluding semi-worsted yarn) were seven per cent less.

Production of wool and hair tops was 19 per cent less and of man-made fibre tops 24 per cent less.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
1970 October	12.1	5.7	4.3	11.7	8.9	12.4	10.8	3.4
November	12.9	6.2	4.1	11.7	8.4	11.8	10.6	2.6
December	11.8	5.6	3.0	11.0	7.7	10.1	9.5	2.6
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In October deliveries of semi-worsted yarn were 0.7 million kilos.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

New statistics for industry

NEW statutory quarterly inquiries into the sales of several industries, designed to provide up-to-date statistical information to the industries and the Government, have been launched by the British Statistics Office. First returns cover the fourth quarter of 1971, and results will be published in the Business Monitor Series.

The industries are as follows:

TOBACCO. Forms, with headings compiled after consultation between the Department of Trade and Industry, the Tobacco Advisory Committee and the industry, will go to some 40 establishments. This will be the first time official short-period statistics for the industry have been available for the United Kingdom.

TEXTILE MACHINERY AND ACCESSORIES. Forms, compiled after consultation between the DTI and the British Textile Machinery Association, will go to some 215 establishments.

MISCELLANEOUS MANUFACTURING INDUSTRIES. Forms for sales of firms classified to Minimum List Heading 499/2 of the Standard Industrial Classification (Miscellaneous Manufacturing Industries excluding musical instrument manufacturing) have been compiled after co-operation with several trade associations and individual firms. They will go to some 130 establishments, and results will include, where practicable, figures of imports and exports relating to products.

PAPER AND BOARD. The new inquiry will be supplementary to the existing monthly KS inquiry into production and stocks of paper and board. It has been compiled after discussions with the British Paper and Board Makers' Association. The monthly inquiry into orders and the inquiry into consumption and stocks of industrial woodpulp will be discontinued. With the agreement of the BPBMA, the existing monthly inquiry into consumption and stocks of woodpulp and pulpwood for paper-making will be taken at quarterly intervals in future, The inquiry into waste-paper, however, will continue on a monthly basis. The new forms will go to some 220 establishments.

CANVAS GOODS AND SACKS. A new inquiry into the sales of the canvas goods and sacks and other made-up textiles industry (excluding household textiles and handerchiefs) has been compiled after consultation with the trade associations concerned. Forms will go to some 130 establishments. This will be the first time that official short-term statistics have been available.

BALL AND ROLLER BEARINGS. Forms, compiled after consultations between the DTI and the Ball and Roller Bearings Manufacturers' Association, will go to some 50 establishments.

PRINTING, BOOKBINDING AND PAPER GOODS MACHINERY. Forms, compiled after co-operation between the DTI, the British Printing Machinery Associations Ltd. and the Association of Manufacturers and Suppliers for the Graphic Arts, will go to some 105 establishments.

CONSTRUCTION AND EARTHMOVING EQUIPMENT. Forms, compiled after consultation between the DTI and the Federation of Manufacturers of Construction Equipment and Cranes, will go to some 125 establishments and replace the former 'Contractors Plant' inquiry.

METAL-WORKING MACHINE TOOLS. Two new forms, compiled after consultation between the DTI and the Machine Tools Trades Association, the British Electrical and Allied Manufacturers' Association and other interested parties, will go to some 375 establishments in and allied to the industry. The returns replace the former KS inquiry which ceased publication at the end of last year.

SURGICAL BANDAGES, ETC. Forms will go to some 40 establishments. They have been compiled in conjunction with the several trade associations involved.

MINING MACHINERY. Forms, compiled after consultation between the DTI, the Coal Preparation Plant Association, the Association of British Mining Equipment Exporters and the Council of Underground Machinery Manufacturers, will go to some 85 establishments.

PRINTING INK. Forms, compiled after consultation between the DTI and the Society of British Printing Ink Manufacturers, will go to some 55 establishments.

FORMULATED PESTICIDES, ETC. Forms, compiled after consultation between the DTI, the British Agrochemicals Association and the British Disinfectants Manufacturers' Association, will go to some 35 establishments.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from H.M.S.O., P.O. Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:
- Paper and papermaking materials for October
- Rubber for September
- Clothing (sales volume indices) for October

Quarterly at 37½p a year post free:
- Corsets and miscellaneous dress industries for first quarter 1971

Civil aviation series

Monthly at £1 a year post free:
- Airport Activity for October
- Air Passengers for October
- Air Freight and Mail for October.

Quarterly at 50p a year post free:
- Domestic Passenger Traffic for first quarter 1971

Service and distributive series

Monthly at £2 each a year post free:
- Food Shops for November
- Clothing and Footwear Shops for November
- Durable Goods Shops for November
- Miscellaneous Non-food Shops for November

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16 on page 562.

LONDON COURT OF ARBITRATION

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Requests for arbitration services, advice, draft arbitration clauses, or particulars of the Court should be addressed to:

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A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

TRADE PROMOTION

EXHIBITIONS and FAIRS

DTI support for overseas trade promotions

TRADE drives aimed at Denmark and South Germany are part of a major export promotion programme being planned for 1972 by the Department of Trade and Industry.

During the first quarter of the year 1,300 firms with official support will be participating at 68 overseas trade fairs among which will be the International Trade Fair for Home Furnishing Textiles at Frankfurt, the International Fashion Fair at Copenhagen and the European Educational Aids and Appliances Fair at Hanover. There will be an all British Medical Exhibition at Tokyo and participation at the New York boat show.

1971 set the pattern for increased participation with trade drives in California, Kuwait and Switzerland. Major events of the year were a British Week in San Francisco, the British Trade Week in Hamburg and a British Industrial Exhibition in Singapore.

During 1971 support was given to 5,200 firms at 270 overseas trade fairs in 38 countries. Three British Shopping Weeks and 38 Store Promotions were also supported and some 1,700 firms derived benefit from the 142 Outward Missions promoted by the Department.

Princess Margaret praises export record

THE export success of the British boat-building industry was referred to by Princess Margaret when she opened the 18th London International Boat Show at Earls Court on January 5.

'Yachting and boating have continued to grow—in fact, by 20 per cent—and the boat-building industry has done a splendid job in meeting the demand for all sorts and sizes and now exports a third of its turnover,' she said.

The show, reputed to be the greatest marine supermarket in the world, this year attracted not only hundreds of British firms in the boating industry but also exhibitors from Norway, Finland, Holland, France and Japan. International representation also included boats and marine products from Australia, Belgium, Denmark, Eire, Italy, Malta, Spain, America, Sweden and Switzerland.

The show is sponsored by the *Daily Express*. It continues until January 15.

New concept in display at Ideal Home Show

THE 1972 *Daily Mail* Ideal Home Exhibition (February 29-March 25) again makes new use of the five halls at Olympia, London. While maintaining the best of its popular features and exhibits, it presents a new concept in display.

The Grand Hall will contain what is almost a new town, with a central Mall running nearly 400 ft. from East to West and lined with flowering trees in full bloom in March.

On one side are fully-furnished homes, set in terraced waterside gardens with a series of decorative lamp-lit bridges leading from the gardens to the central Mall.

On the other side are the 'shops'—the popular furnishing stands 'dressed' for this particular scene. The visitor steps into a world of warmth, light, colour and blossom—whatever the weather is like outside.

Advisory service arranged

A TEAM of advisors will be on hand to help United Kingdom and overseas visitors throughout the International Mechanical Handling Exhibition, to be held at London's Earls Court from May 9-19. A free advisory and consultancy service will be provided under a special arrangement with the exhibition organisers by the Basingstoke-based company Modern Materials Management Ltd. and is intended to enable visitors to use the large variety of handling methods, equipment, components and services offered by this exhibition to maximum advantage.

The diversity of present-day materials handling and distribution problems is reflected in the growth in size and scope of the exhibition's coverage. Important international developments across the entire spectrum of lifting, conveying, storing and transporting equipment and services are featured at this biennial event.

Consumer goods on show

PRINCESS Margaret will open a major exhibition of well-designed British consumer goods available for home and export at the London Design Centre on January 31. Mr. John Davies, Secretary of State for Trade and Industry, will also speak at the opening.

The exhibition, called 'Buying in Britain', will occupy a large area of The Design Centre and will show home and overseas buyers a wide range of modern products including: tableware, housewares, kitchenware, textiles, toys, giftware and lighting. Merchandise will be displayed in categories so that buyers can examine the groups of products which particularly interest them.

'Buying in Britain' will also include a special display of prototype designs from art colleges and practising designers in Britain, chosen to emphasise fresh and imaginative design ideas.

Danish visitors

FIFTY-TWO Danish hardware retailers and buyers will visit the 18th International Hardware Trades Fair to be held in the Grand, National and West Halls, Olympia, London, from January 24–28. They will spend two days at the Fair—January 24 and 25—and on the evening of the opening day will attend a cocktail reception as guests of the organisers, Universal Exhibitions Ltd.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-2227877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

Princess Margaret, who opened this year's International Boat Show at Earls Court, London, seen on the Coastguard stand, with Mr. Alan R. Moody, chairman of National Boat Shows Ltd., and Lieut.-Cmdr. J. A. Douglas, Chief Inspector of HM Coastguard, which celebrates its 150th anniversary on January 15.

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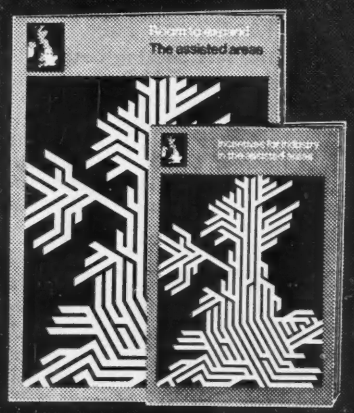

Room to expand
A 32-page, illustrated booklet, outlining the attractions, both commercial and social, in the different Areas.

Incentives for Industry
A detailed 36-page explanation of the considerable financial benefits available to any Company which moves to, or expands in, the Areas.

Get the facts from the Department of Trade & Industry.

To: **"Industrial Expansion" (TIJ20), Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.**
Please send me a copy of "Room to expand" and "Incentives for Industry in the assisted areas."

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Britain means business

Buyers and exhibitors acclaimed the 17th HTF as the brightest, gayest, most active and valuable Hardware Trades Fair in the International Calendar. The 18th HTF in January 1972 promises even greater action. Nearly 600 important manufacturers from many countries will be exhibiting over 35,000 products (many of them new) designed for equipping and maintaining home and garden. More than 40,000 buyers are expected to visit the fair including some 6,000 from 80 different countries, many as members of buying missions.

If your business is hardware this is the one international event you cannot afford to miss. Write now for a detailed brochure, free admission tickets and details of the travel and hospitality service to
Universal Exhibitions Ltd. P.O. Box 43, High Wycombe, Bucks, England.

18th INTERNATIONAL HARDWARE TRADES FAIR
Jan 24th–28th 1972
Olympia London

EXPORT ORDERS

Sales operation nets £3½ million

A sales operation mounted over 18 months by John Brown Engineering (Clydebank) Ltd., has led to a £3½ million order for heavy duty gas turbines from China.

The order, from the China National Machinery Import and Export Corporation, is for five model PG.5331 package gas turbine generating sets each capable of a nominal 20 MW at ISO conditions to be used for base and peak load application to supply electricity for domestic and industrial use.

Modifications on the China sets include river water to be used for lube oil cooling and a rearrangement of the exhaust system to allow gases to leave from the side of the unit. The alternator used on the China order will be of the cooled air cooled water type.

JBE are responsible for the total engineering of the packaged sets each of which consists of three major sub-assemblies complete with auxiliary devices and accessories.

Deliveries are scheduled to begin soon after July this year.

US orders reach $1 million

Concrete Ltd., Hounslow, Middx.—who claim to be the largest structural pre-cast concrete manufacturers in the world—have to date exported pre-cast concrete building plant worth $1 million to the United States for use by licensees. The $1 million-mark was reached recently with a £31,000, 80-ton battery mould, which left Southampton aboard the Atlantic Container Line roll-on/roll-off container ship *Atlantic Cognac*, bound for New York.

Brazilian pipeline order

Claimed to be one of the largest and longest low-density polythene pipes ever produced in Britain, this has been extruded for Dick's Eagle Insulations Ltd. by Carter Bros. (Billingshurst) Ltd. of Billingshurst, Sussex. With an external diameter of 17 in., it has been shipped to Brazil in random lengths between 40 and 49 ft. long as the outer covering for an insulated, heated fuel oil pipeline from the new Petroleo Brasileiro SA (Petrobras) refinery at Paulina to a terminal on the outskirts of Sao Paulo.

The polythene tube is used in connection with Dick's 'Polypayre' process whereby the tube is located coaxially round a 12-in. steel pipe and the annular space is filled with polyurethane rigid foam before the whole assembly is buried in the ground.

At the completion of the contract, Carter Bros. had manufactured 8,700 lengths—in excess of 60 miles—weighing in all over 450 tons.

Chile project

Mott Hay & Anderson, consulting engineers of London, have been appointed jointly with the Santiago firm of consulting engineers, Grove, Silva y Bogado, to provide technical advice for and to supervise the construction of a major road development project in Chile.

Financed by an IBRD (World Bank) loan, the project comprises the building of 140 km. of roads along the coast and through the coastal mountains of Central Chile, and includes a number of bridges. The work is to be carried out for Direccion de Vialidad of the Ministerio de Obras Publicas y Transportes of the Republic of Chile.

The Mott Hay & Anderson staff assigned to the project are due to take up their appointments in Chile early in the New Year.

Caribbean conveyor order

Dowty Meco Ltd. has won an order valued at £180,000 to supply 14 belt conveyors for delivery to the Caribbean Cement Company in Jamaica. With a total length of 1¼ miles, the conveyors will be used to move bulk raw materials and will be built at Dowty Meco's factory in Worcester.

The conveyors were specified by F. L. Smidth & Company, plant suppliers and consultants responsible for the project.

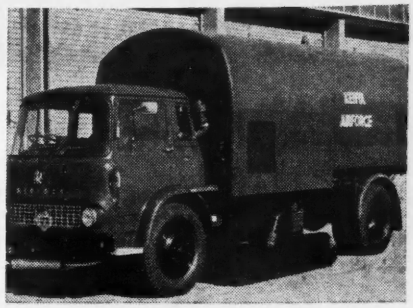
Computers for South Africa

Two NCR Century 200 computer systems left Liverpool on December 22, bound for The South African Permanent Building Society, Johannesburg. Worth £750,000, the computers were assembled and despatched from NCR's Dundee factories. A third '200' system has been ordered for delivery in 1973.

The two systems now on their way will join an NCR Century 100 computer which is currently handling some of the work of the Society.

West German order

Two more contracts for graphical CRT display systems, each worth £30,000, have been placed with the Electronic & Display Equipment Division of Ferranti by VEW—the Dortmund Electricity Authority. The two new systems are similar to an earlier one and each includes four 21in, displays and one MD4 display controller with 4K of display refresh store. The display systems will be connected to Siemens Series 300 computers and will be used for supervision of the Gerstein power station.



Kenya and Zambia have ordered Lacre Model TRS airport runway suction sweepers. The TRS, mounted on a Bedford forward-control chassis, is capable of sweeping airport runways at speeds up to 25 mph, and of picking up objects such as a steel bar. It is made by Lacre Ltd. of St. Albans.

Equipment for Hong Kong

A £70,000 contract by GEC-AEI Telecommunications Ltd. for echo suppressing equipment to be used in Hong Kong brings the total value of this equipment supplied to Cable and Wireless Ltd. to nearly £250,000.

The echo suppressor is a voice-operated device used at satellite earth stations and submarine cable terminals to remove unwanted speech echoes from international telephone circuits. For the transmission of data, a 'tone disabling' device enables the suppressor to be cut out of circuit by means of a conditioning tone transmitted in advance of the data signals.

The type 7A echo suppressor was designed and developed by GEC-AEI Telecommunications Ltd. in conjunction with the British Post Office. The equipment will be manufactured in the company's factories in Coventry.

MISSIONS and TOURS

Far East tour

MR. PETER FATHARLY, chairman of the £16 million Allied Polymer Group, left on New Year's Day on a 35,000-mile round trip to Australia, Japan, Malaysia and Singapore. He plans to discuss exports of his group's products and imports of raw materials, and will also confer with representatives of the polymer industries.

'In Australia,' says Mr. Fatharly, 'I will be meeting some of our customers and leaders of the industry for what I expect will be fruitful discussions. In Malaysia, where my group is regarded as an important customer for natural rubber, I shall be meeting the Minister of Commerce and visiting rubber plantations and processing factories. In Japan, I have three main objects—to see as much as I can of the growing Japanese rubber and plastics industry, to discuss possible agency and licensing agreements, and to examine some of their advanced manufacturing machinery and techniques.'

The Allied Polymer Group was floated as a public company last July. With 20 factories in the North and South of England, it has an annual turnover in excess of £25 million, with direct exports representing over 12 per cent of turnover, and indirect exports (eg, rubber components of motor cars and domestic appliances) known to be very high.

Engineering sales mission to Australia

THE Engineering Industries Association, with the approval of the Department of Trade and Industry, is organising an engineering selling trade mission to Australia which leaves London on August 4, 1972. The mission will be representing general engineering products covering a wide field of engineering activity, and will visit Sydney, the first stop in the tour, during the International Engineering Exhibition, from August 7 to 12. The mission will then visit Brisbane, Melbourne, Adelaide and Perth, departing from Perth on August 24 for London. Any engineering firm wishing to participate in this mission should contact the export secretary of the Engineering Industries Association at 3/7 Portman Square, London W1H 0AE (Telephone: 01-935 2241).

Visiting Caribbean and West Indies

MISS AMY LATHAM, Royal Doulton Tableware's export sales manager, leaves shortly for an extensive sales tour of the Caribbean and West Indies during this month and February. She will carry photographs of current lines and samples of 1972 introductions.

Beautiful bone china patterns such as Minton's 'Haddon Hall' and Royal Doulton's 'Clarendon' are eagerly awaited by stockists in the Bahamas and Virgin Islands, whose main market is provided by the extensive tourist trade, while less expensive fine English translucent china is growing in popularity with the local population and it is hoped that Royal Doulton's 'Hot Pots' range, with its bright colours and versatility, will prove particularly acceptable to both markets.

TRADE INFORMATION

Italy and Hungary

A CIRCULAR in the Italian *Informazioni per il Commercio Estero* of December 8, 1971 announced that the quota lists annexed to the 1971 Protocol to the Trade Agreement of February 13, 1971 between Italy and Hungary will be valid for a further six months until June 30, 1972.

EDB Ext. 466/467/482

Italy and Bulgaria

A CIRCULAR in the Italian *Informazioni per il Commercio Estero* of December 8, 1971 announced that the quota lists annexed to the 1971 Protocol to the Trade Agreement of March 22, 1971 between Italy and Bulgaria will be valid for a further six months until June 30, 1972.

EDB Ext. 466/467/482

Poland and Denmark

A PROTOCOL to the 1970 Trade Agreement between Poland and Denmark, signed in Warsaw on October 27, 1971, covers trade during 1972. Under the protocol Poland's exports to Denmark will include textiles, freshwater fish, barley, leather footwear, welded tubes, electro-motors and furniture. Denmark's exports to Poland will include ships and ship equipment, equipment for the food and chemical industries, cement manufacturing machinery and parts, and electric and power plant machinery. Further details, including the quota lists for 1972, are available to British exporters at Tariff Section of Export Data Branch.

EDB Ext. 458/459/461

Lower Gulf: correspondence for Bahrain, Qatar, Abu Dhabi, Dubai, and Muscat

CONSEQUENT upon the termination of the special treaty relationships between HMG and the Gulf States, there have been changes in the UK representatives there. Instead of the Political Agents, we now have resident Ambassadors in Bahrain and Qatar, and also in the United Arab Emirates (formerly Abu Dhabi, Dubai and the other Trucial States except Ras Al Khaimah).

In the case of the United Arab Emirates, the Political Agencies at Abu Dhabi and Dubai have become the British Embassy in the UAE. The British Ambassador in Abu Dhabi is accredited to the UAE, and the former Political Agent at Dubai has been appointed Consul-General.

Correspondence to the Commercial Secretaries in the posts referred to above should therefore now be addressed as follows:

Commercial Secretary, British Embassy, PO Box 114, Bahrain.
Commercial Secretary, British Embassy, PO Box 3, Doha, Qatar.
Commercial Secretary, British Embassy, PO Box 248, Abu Dhabi, United Arab Emirates.
Commercial Secretary, British Embassy, PO Box 65, Dubai, United Arab Emirates.

The Commercial Secretary in Dubai will continue to be responsible for any commercial matters affecting Ras Al Khaimah and the other former Trucial States except Abu Dhabi.

The status of Oman has not been affected by the recent changes in the Lower Gulf. Correspondence to the Commercial Secretary there should continue to be addressed c/o the British Embassy, Muscat. Formerly there was a British Consulate-General in Muscat, but the Post was made an Embassy in June 1971. At the same time the Omanis made it known that they wished their country to be called 'Sultanate of Oman' instead of the former 'Muscat and Oman'.

Romania: new exchange rate

THE Romanian authorities have announced a new business visitors' and tourists' rate of exchange of lei 41.66 to the pound. This rate took effect for all transactions on or after December 23, 1971. The official rate of exchange remains unchanged at lei 14.40 to the pound.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Czechoslovakia: new exchange rate

THE Commercial Bank of Czechoslovakia has quoted a new official rate of exchange of Kcs 16.86 to the pound. The new business visitors' and tourists' rate is Kcs 37.93 to the pound. The new rates take effect for all transactions on or after Monday 3 January, 1972, but may be subject to further fluctuation for a time.

Industrial and commercial training in Mexico

UNDER a scheme administered by the British Council on behalf of the Governments of Mexico and the United Kingdom, awards are to be made to UK citizens wishing to undertake industrial or academic training in Mexico.

Candidates wishing to apply for an industrial/commercial study-fellowship should write for an application form to the Department of Trade and Industry, Commercial Relations and Exports Division 5, Room 353, 1 Victoria Street SW1.

The industrial/commercial aspect of the scheme is intended for technicians and young people in banking and commerce who should not be more than 30 years old at the time of submitting their applications. Candidates will be expected to show evidence of a knowledge of Spanish sufficient to enable them to benefit from their course of training in Mexico, though in exceptional circumstances this requirement may be waived.

The awards are tenable for a maximum of ten months and a minimum of four months. The Mexican National Council for Science and Technology (CONACYT) will be responsible for placing trainees in Mexico.

The Government of Mexico will provide return fares London-Mexico City-London; local journeys in Mexico required by the course of training but subject to prior authorisation; an intensive refresher-course in Spanish where this is necessary; the costs of training; life and medical insurance, and an installation grant. The Mexican Government will also pay a monthly subsistence allowance of between Pesos 1750 and Pesos 3000 according to the circumstances of the trainee and the place of training in Mexico: the average allowance is expected to be Pesos 2300.

East Germany: Five-year Plan, 1971-75

AN Analysis of the East German Five-Year Plan 1971-75 is available to firms on loan from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London SW1. (Tel. 01-222 7877, Ext. 3463 or 2258). There are also separate appendices on the following East German industries: Fuel and Power; Metallurgy; Chemical; Engineering; Electronics and Shipping and Shipbuilding. Firms wishing to borrow a copy of the Analysis should state which, if any, of the appendices they also wish to receive.

Preliminary but less detailed information about the Plan appeared in *Trade and Industry* of October 28, 1971.

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations etc. may be seen on application. **All dates of the issues of *Journal Officiel* referred to below are for 1971.**

General. Regulation (CEE) No. 2727/71 amends, in so far as it concerns tariff nomenclature, Regulation No. 23 relating to the gradual establishment of a common organisation of the markets in the fruit and vegetable sector and Regulations (CEE) Nos. 136/66, 120/67, 121/67, 123/67, 1009/67, 805/68, 2142/70 and 827/68 relating to the common organisation of the markets in the oils and fats, cereals, pigmeat, poultrymeat, sugar, cattlemeat and fish sectors respectively and for certain products listed at Annex II of the Treaty. (*Journal Officiel* No. L282, December 23, 1971)

Cereals and rice. Regulation (CEE) No. 2706/71 relates tot he methods of determining the peroxydase in certain processed products with a cereal base. (*Journal Officiel* No. L280, December 21)

Regulation (CEE) No. 2726/71 amends Regulation (CEE) No. 359/67 on the common organisation of the markets in the rice sector. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2728/71 amends, in so far as it concerns tariff nomenclature, Regulation (CEE) No. 1052/68 relating to the import and export system for processed products with a cereals and rice base. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2764/71 relates to the amendment, in so far as it concerns tariff nomenclature, of Regulations (CEE) Nos. 1077/68 and 1080/68 concerning processed products with a cereals base. (*Journal Officiel* No. L283, December 24)

Cattlemeat, beef and veal. Regulation (CEE) No. 2725/71 amends Regulation (CEE) No. 888/68 in so far as it concerns the definition of cattlemeat preserves. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2838/71 completes Regulation (CEE) No. 805/68 in so far as it concerns the fixing in advance of the levy in the cattlemeat sector. (*Journal Officiel* No. L286, December 30)

Regulation (CEE) No. 2849/71 completes Regulations (CEE) Nos. 1373/70, 2637/70 and 432/71 in so far as they concern advance determination certificates for levies in the cattlemeat sector. (*Journal Officiel* No. L286, December 30)

Pigmeat. Regulation (CEE) No. 2854/71 relates to the amendment, in so far as it concerns tariff nomenclature in the pigmeat sector, of Regulations (CEE) Nos. 204/67, 2403/69, 2275/71 and 2630/71. (*Journal Officiel* No. L286, December 30)

Oils, fats and seeds. Regulation (CEE) No. 2705/71 relates to the fixing, for oils and fats, of the tolerance limits referred to in Article 5 of Regulation (CEE) No. 786/69. (*Journal Officiel* No. L280, December 21)

Regulation (CEE) No. 2718/71 modifies the method for calculating the weight of oilseeds. (*Journal Officiel* No. L281, December 22)

Regulation (CEE) No. 2730/71 amends Regulations (CEE) Nos. 116/67 and 2114/71 relating to aid for oilseeds. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2765/71 amends Regulation (CEE) No. 2510/71 relating to the procedures concerning aid for olive oil. (*Journal Officiel* No. L283, December 24)

Tobacco. Regulation (CEE) No. 2729/71 extends until June 30, 1972 the transitional system established by Regulation (CEE) No. 1468/70 relating to the designation of intervention centres in the raw tobacco sector. (*Journal Officiel* No. L282, December 23)

Fruit and vegetables. Regulation (CEE) No. 2737/71 sets up a countervailing import duty on certain varieties of sweet oranges coming from Greece. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2738/71 relates to the application of the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Turkey. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2839/71 extends the applicability of the supplementary quality standards for certain fruits and vegetables. (*Journal Officiel* No. L286, December 30)

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Regulation (CEE) No. 2846/71 fixes the average standard values for the valuation of imported citrus fruits. (*Journal Officiel* No. L286, December 30)

Regulation (CEE) No. 2851/71 extends for the 1971/72 marketing year, the validity of Regulation (CEE) No. 1180/71 relating to the application of the supplementary quality standards for certain fruits. (*Journal Officiel* No. L286, December 30)

Regulation (CEE) No. 2855/71 establishes a countervailing import duty on mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Turkey. (*Journal Officiel* No. L286, December 30)

Milk and milk products. Regulation (CEE) No. 2732/71 amends Regulation (CEE) No. 876/68 in so far as it concerns the adjustments to be brought, in the milk and milk products sector, to refunds in advance. (*Journal Officiel* No. L282, December 23)

Wines. Regulation (CEE) No. 2722/71 amends Regulation (CEE) No. 816/70 in so far as it concerns the conclusion of long-term storage contracts for table wines. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2380/71 amends Regulation (CEE) No. 1599/71 fixing additional conditions applicable to imported wines intended for direct human consumption. (*Journal Officiel* No. L285, December 29)

Regulation (CEE) No. 2837/71 relates to the granting of aids for long-term private storage of certain table wines. (*Journal Officiel* No. L285, December 29)

Sugar. Regulation (CEE) No. 2719/71 amends Regulation (CEE) No. 142/69 in so far as it concerns adapting the maximum quota within the framework of the 'mixed price' system in the sugar sector. (*Journal Officiel* No. L281, December 22)

Regulation (CEE) No. 2720/71 fixes for the 1971-72 sugar marketing year the maximum amount for the participation in storage costs that sugar manufacturers can, in cases where the possibility of carry-over is provided for, obtain from beet and sugar producers. (*Journal Officiel* No. L281, December 22)

Regulation (CEE) No. 2723/71 concerns the system of production refunds for white sugar used in the manufacture of products listed at Annex I of Regulation (CEE) No. 765/68. (*Journal Officiel* No. L282, December 23)

Regulation (CEE) No. 2829/71 amends Regulation (CEE) No. 748/68 relating to the general rules for the carry-over of a part of the sugar production to the following year. (*Journal Officiel* No. L285, December 29)

Fish and fish products. Regulation (CEE) No. 2717/71 relates to the temporary exception granted for the marketing of 'Crangon' sp. p. shrimps unloaded at Belgian ports. (*Journal Officiel* No. L281, December 22)

Processed agricultural products. Regulation (CEE) No. 2831/71 relates to the levying of an export duty on certain products referred to in Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L285, December 29)

Regulation (CEE) No. 2850/71 determines the amount of the variable elements and the additional duties applicable during the first quarter of 1972, to imports into the Community of goods

EUROPEAN COMMUNITIES
continued

referred to in Regulation (CEE) No. 1059/69. These Regulations affect products falling within the following headings of the EEC Common Customs Tariff: 17.04, 18.06, 19.01 to 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12. (*Journal Officiel* No. L286, December 30)

Animal feedstuffs. Directive 71/393/CEE relates to fixing Community methods of sampling and analysis for the official control of animal feedstuffs. (*Journal Officiel* No. L279, December 20)

EDB Ext. 7174/408

HARMONISATION OF LEGISLATION—VALUE ADDED TAX: The *Journal Officiel des Communautés Européennes* No. L283, December 24, 1971 contains the text of Directive No. 71/401/CEE on the harmonisation of Member States' legislation on turnover taxes—introduction of Value Added Tax in Italy. The French text may be seen on application.

EDB Ext. 7174/408

COMMON COMMERCIAL POLICY — COMMUNITY IMPORTS: Decision No. 71/394/CEE relates to the publication of the current version of Annex I of Regulation (CEE) No. 1025/70 of May 25, 1970 establishing a common system applicable to imports from third countries. (*Journal Officiel* No. L279, December 20, 1971)

Decision No. 71/395/CEE relates to the publication of the current version of the Annex to Regulation (CEE) 109/70 of December 19, 1969 establishing a common system applicable to imports from State trading countries. (*Journal Officiel* No. L279, December 20, 1971)

The French texts may be seen on application.

EDB Ext. 7174/408

CUSTOMS REGULATIONS: Regulation (CEE) No. 2766/71 completes Regulation (CEE) No. 1279/71 relating to the use of Community transit documents with a view to applying measures for the export of certain goods. The French text may be seen on application. (*Journal Officiel* No. L283, December 24, 1971)

EDB Ext. 7174/408

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Journal Officiel des Communautés Européennes* No. L285, December 29, contains the text of Regulation (CEE) No. 2823/71 partially suspending, for the period January 1, 1972 to August 31, 1972 at the latest, the Common Customs Tariff duties on wines originating in and coming from Morocco, Tunisia and Turkey. The French text may be seen on application.

EDB Ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971 contained a notice about a number of Regulations relating to tariff quotas and preferences for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L281, December 22, 1971 contains the text of Regulation (CEE) No. 2721/71 restoring with effect from December 25, 1971 the Common Customs Tariff duties applicable to the following products originating in Yugoslavia, which was totally suspended under the provisions of Regulation (CEE) No. 1309/71:

EEC Common Customs Tariff No.	Description of goods
97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04) B. Tennis rackets C. Other

The *Journal Officiel des Communautés Européennes* No. L282, December 23, 1971, contains the texts of the following Regulations restoring with effect from December 26, 1971 the Common Customs Tariff duties applicable to certain products:

Regulation (CEE) No. 2748/71 reimposes the duties applicable to certain kinds of prepared leather (except leather falling within EEC Common Customs Tariff headings 41.06 to 41.08) falling within heading 41.05 B ii, originating in Yugoslavia which benefited from the tariff preferences specified in Regulation (CEE) No. 1309/71.

Regulation (CEE) No. 2749/71 reimposes the duties applicable to woven fabrics of silk or of waste silk falling within EEC Common Customs Tariff heading 50.09 originating in India, which benefited from the tariff preferences specified in Regulation (CEE) No. 1313/71.

The French texts of the Regulations referred to above may be seen on application.

EDB Ext. 7174/408

RULES OF COMPETITION: The *Journal Officiel des Communautés Européennes* No. L285, December 29, 1971 contains the texts of the following Regulations:

Regulation (CEE) No. 2821/71 concerning the application of Article 85 paragraph 3 of the Treaty to categories of agreements, decisions and concerted practices.

Regulation (CEE) No. 2822/71 supplementing the provisions of Regulation No. 17 on the application of Articles 85 and 86 of the Treaty.

The French texts may be seen on application.

CRE Ext. 2354/2355

Irish Republic

PROPOSED VALUE ADDED TAX—FURTHER INFORMATION: It was reported in *Trade and Industry* dated September 9, 1971 that the Irish Republic introduction of VAT had been postponed until March 1, 1972. It has been deferred once again, and the proposed starting date is now July 1, 1972.

EDB Ext. 466/467

Switzerland

SUPPLEMENTARY TAX ON MOTOR FUEL: The Swiss Federal Council authorised, with effect from December 15, 1971, an increase in the supplementary tax on motor fuel, to the following rates:

Tariff No.	S. frs. per 100 kg. gross weight
27.07.20 27.10.10	23.37
27.07.10 27.07.30 27.09.10 27.10.12 27.10.20 27.10.22 27.10.24	21.13
38.19.38	24.57
Propane of 27.11.10 and 29.01.12	39.21 (per 100 kg. net weight)

The supplementary tax is levied at the rate of 20 centimes per litre on other fuels in a gaseous state.

An unofficial translation of this decree is available on request.

EDB Ext. 460/461

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Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of December 20, announced the following modifications to the customs tariff:

Tariff heading		Description	Transitory duty per cent
28.05.A. 2		Sodium	1
29.01.A		Acyclic, cyclanic, cyclenic and cycloterpenic hydrocarbons:	
	3	Other:	
	a	Ethylene	1
	b	Propylene	1
	c	Other	9
70.21		Other articles of glass:	
	a	Apparatus intended for industrial purposes and parts thereof, of glass of a low coefficient of expansion	1
	b	Elements of glass (screen, cone including anode outlet) constituting bulbs for TV CR tubes, including welded cones and collar	1
	c	Other	37

EDB Ext. 462/471/472/473

JOINT ASSEMBLY—HYDRAULIC TURBINES: In the Spanish *State Gazette* of December 20, the Spanish authorities published approval under the special system of joint assembly (details of which appeared in *Board of Trade Journal*, August 11, 1967, page 368) of a *pro forma* resolution for the manufacture of hydraulic turbines of more than 30,000 hp (tariff heading 84.07). The types of equipment are listed as Kaplan, Reversibles, Francis, Pelton and Helice. The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty. On application, specific resolutions could be approved by the Directorate of Tariff Policy given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 35 per cent of the total industrial cost price for Francis, Pelton and Helice types, and 45 per cent for Kaplan and Reversibles. From the time of coming into force of the first specific resolution for the joint assembly of these turbines all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current *pro forma* resolution will remain in force until December 20, 1973.

EDB Ext. 462/471/472/473

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of December 29 announced the following modifications to the customs tariff:

Tariff heading		Description	Transitory duty per cent
40.02-A		Synthetic latex:	
	1	Based on copolymer of butadien-estyrene containing dry extract styrene between 40 and 60 per cent and less than 2 per cent of other monomers	15
	2	Other	Nil
84.59-E		Winding machines for winding electric wires on armatures, inductors and similar coils for motors, transformers, etc.	14

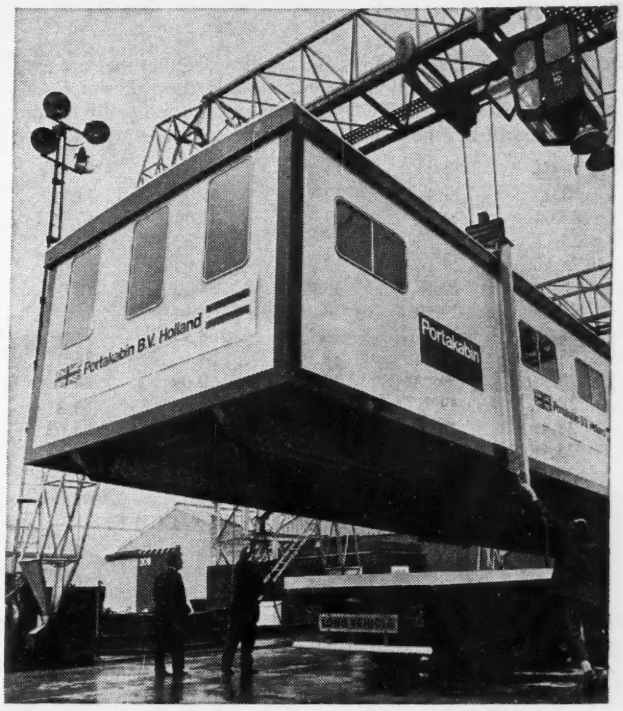
EDB Ext. 462/471/472/473

DUTY-FREE IMPORT QUOTAS—Linseed: In the Spanish *State Gazette* of December 20, the Spanish authorities announced a duty-free quota for 46,000 tons of linseed (tariff heading 12.01.B.7) valid until December 31, 1973.

Coking Coal: The *State Gazette* of December 27 and 28, announced a duty-free import quota for 1972 of 3,300,000 tons of coal suitable for coking, imported by iron and steel manufacturers for use in their coking-plants (tariff heading 27.01.A).

Sea salt: The *State Gazette* of December 30, announced a duty-free import quota of 200,000 tons of coarse sea salt (tariff heading 25.01) valid until August 31, 1972.

Newsprint and Chemical Pulp: Notice was given in *Trade and Industry*, August 19, 1971 (page 362) of a duty-free quota valid until December 31, 1971. The *State Gazette* of December 31 announced the following maximum duty-free quota for 1972: tariff headings 47.01.B.1.b and 47.01.B.2.a, 34,000 tons; tariff heading 48.01.D.3.c.1, 65,000 tons.



Portakabin Ltd. decided recently that they wanted an 'instant' headquarters in the EEC and opted to use one of their own 600 sq. ft. giants to meet the need The building left the York factory completely equipped with all heating, lighting, furniture and carpets. It contains a manager's office, general office for three clerks, reception room, separate male and female toilets with wash handbasins, and a fully fitted out kitchen. Portakabin say that suites of offices like these can be operational the same day as delivery, and hope other British exporters to the Common Market will take note of the possibilities. Cost in Britain is about £2,500 for the complete suite.

Iron and steel products: In the *State Gazette* of December 30, the Spanish authorities announced duty-free import quotas valid until June 30, 1972 on the following:

Tariff heading	Description	Quota in tons
73.13-D.1.a	Hot-rolled sheets, with high elastic limit of 'boiler quality', standardised, of fine grain and high weldability, 12 mm. or more and 2,000 mm. wide or more, with certificate of classification, intended for the manufacture of pressure containers, boilers, etc.	25,000
73.13-D.1.a	Naval sheets	15,000
73.13-D.2.c	Cold-rolled sheets for deep drawing to be subsequently enamelled for use in the manufacture of bath tubs	4,000
73.13-D.3.a.1	Electrolyte tinplate and iron or steel strips, 457 mm. wide or more, electrolytically tinned	40,000

EDB Ext. 462/471/472/473

IMPORT QUOTA—COATED PAPER: The Spanish *State Gazette* of December 30, announced an import quota for 3,000 tons of coated paper weighing 65 grammes or less per square metre with a customs duty of 3 per cent, valid until June 30, 1972 (tariff heading 48.01.B.1).

EDB Ext. 462/471/472/473

GENERAL AGREEMENT ON TARIFFS AND TRADE (GATT): Further to the notice in *Trade and Industry*, December 30 (page 671), a list of GATT rates is now available.

EDB Ext. 462

Finland

FURTHER EXEMPTIONS FROM IMPORT EQUALISATION TAX: The Finnish authorities have published a supplementary list of

(continued on next page)

FINLAND
continued

items which are exempted from the tax provided that they are used in an industrial production process and that they are not manufactured industrially in Finland. The supplementary exemptions include items from the following Brussels Nomenclature numbers:

18.04	29.03	29.40	41.02	73.14
18.05	29.04	29.41	41.03	73.15
28.04	29.09	29.42	41.04	73.18
28.11	29.10	32.11	51.02	74.06
28.12	29.14	33.01	56.04	76.05
28.22	29.18	35.03	68.13	76.06
28.28	29.19	38.01	68.14	76.16
28.30	29.21	38.15	68.15	77.01
28.31	29.22	38.19	68.16	78.01
28.35	29.23	39.01	69.09	84.38
28.38	29.27	39.03	70.03	84.41
28.49	29.28	39.04	70.11	84.63
28.56	29.35	39.05	73.02	85.19
28.57	29.36	39.06	73.11	85.20
29.02	29.39	40.07	73.13	91.06

EDB Ext. 458, 459

Federal Republic of Germany

IMPORT LICENSING—CUT FLOWERS: The date of May 10, 1972 given in the notice under this heading in *Trade and Industry* dated December 23, 1971 (page 639) relates only to cut tulips and narcissi (ex BN 0603, 13). Applications in respect of other cut flowers (ex BN 0603, 11, 12, 13 and 19) may be made up to June 29, 1972 or exhaustion of the agreed quota (no figures mentioned), whichever is the earlier.

EDB Ext. 466/467/482

Belgium

BEER CONTAINERS: A Royal Decree of September 28 1971, published in the *Moniteur Belge* of December 16, prohibits the sale in Belgium of beer in closed containers of a capacity, up to the level of the brim, of less than 25 centilitres (about 0.44 pint). Containers whose use is not prohibited by this provision must contain at least 23 centilitres of beer. The Decree will come into effect on January 15, 1972.

EDB Ext. 288, 408, 7175 or 423

Italy

CHEMICAL ADDITIVES TO FOODSTUFFS: British exporters of foodstuffs are reminded that failure to comply with Italian requirements on labelling and the use of chemical additives and colouring in their products renders their consignments liable to be refused entry by the Italian Customs. Copies of the relevant regulations can be obtained from Tariff Section, Export Data Branch.

EDB Ext. 466/467/482

OVERSEAS AID FOR EXPORTERS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*, and last appeared on October 7.

Lebanon

CUSTOMS TARIFF AMENDMENT: The Lebanese authorities have announced a reduction in customs duty on certain chemical fertilisers. The items affected are:

Tariff No.	Description	Basis for collection	Rate of duty
31.02	Mineral or chemical fertilisers, nitrogenous		
	(a) Natural sodium nitrate	(no change)	
	(b) Other	Kgm. Gross	1 piastre
	the duty to be not less than	Value	6 per cent
31.05	Other fertilisers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kgs.	Kgm. Gross	1 piastre
	the duty to be not less than	Value	6 per cent

EDB Ext. 420/475

IMPORT OF DRIED MILK: The Lebanese *Official Gazette* No. 95 of November 29, 1971 published a decision by the Minister of Agriculture (Arrete No. 370/1 of November 17, 1971) abolishing the licensing restrictions on the import of dried whole milk, full cream, in containers weighing from 500 grs. to 3 kgms. Regulations concerning the import of other categories of milk remain unchanged.

EDB Ext. 420/475

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 544, published in the South African *Government Gazette* of December 31, 1971 contains applications to the Board of Trade and Industries for increases in duty on:

1. Cigarettes from 205c per 1,000 to 305c per 1,000.
2. Tableware:

   (i) tableware excluding sweet dishes, ashtrays and cups and saucers, of porcelain or china or other kinds of pottery from 25 per cent or 1,000c per 100 lb. (general) and 25 per cent or 585c per 100 lb. (mfn) to 35 per cent or 1,250c per 100 lb.
   (ii) cups and saucers of glass from 20 per cent (general) and 5 per cent (mfn) to 25 per cent or 4c each, and
   (iii) other tableware, excluding sweet dishes and ashtrays, of glass from 20 per cent (general) and 5 per cent (mfn) to 35 per cent or 1,250c per 100 lb.

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application are being informed. Any British firm affected which wished to make representations to the South African Board of Trade and Industries and belongs to a trade orgamisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department.

CRE Ext. 2274

REBATES OF DUTY: The following alteration was notified in the South African *Government Gazette* of December 17, 1971. Provision is made for a partial rebate of customs duty and excise duty on motor-cars, station wagons and similar dual purpose motor vehicles specially adapted for use by permanently physically disabled persons (tariff heading 87.02).

EDB Ext. 471/472/473/462

WEIGHTS AND MEASURES REGULATIONS: The South African *Government Gazette* of December 24, 1971 carries further amendments to the Weights and Measures Regulations. These include the introduction of metric quantities for abrasive soap paste, soft soap, soap paste, soap and detergent blend paste, hand-cleaning paste, liquid household cleaners, industrial and agricultural liquid detergents, liquid toilet soaps and/or gels, liquid germicidal detergents, liquid antiseptic soaps and liquid window cleaners.

EDB Ext. 471/472/473/462

Libya

MAIL FOR BRITISH EMBASSY, TRIPOLI: Since British Forces Post Office facilities in Tripoli are shortly to be terminated, the BFPO address should no longer be used in correspondence with the Commercial Department of the British Embassy. Mail for the Department, which should be despatched by air mail, should be addressed as follows: Commercial Department, British Embassy in Libya, 30 Triq al Fatah, Tripoli, Libyan Arab Republic. Firms are reminded that mail is liable to censorship by the Libyan authorities.

CRE Ext. 2357

Senegal

MODIFICATION OF SPECIFIC TAX ON PETROLEUM PRODUCTS: It has been announced that the specific tax on petroleum products has been fixed at 2766, 95 FCFA per hectolitre for light oils and the like (tariff position 27-10A) with the exception of refined petroleum (tariff position 27-10A3).

EDB Ext. 462/471/472/473

Zaire

IMPORTATION OF SUGAR: The Bank of Zaire Circular No. 138 of November 26, 1971, defined the regulations concerning the importation into Zaire of sugar beet and sugar cane, in solid form (tariff position 17.01). These items now require an import licence, which is subject to the prior authorisation of the Bank of Zaire.

EDB Ext. 462/471/472/473

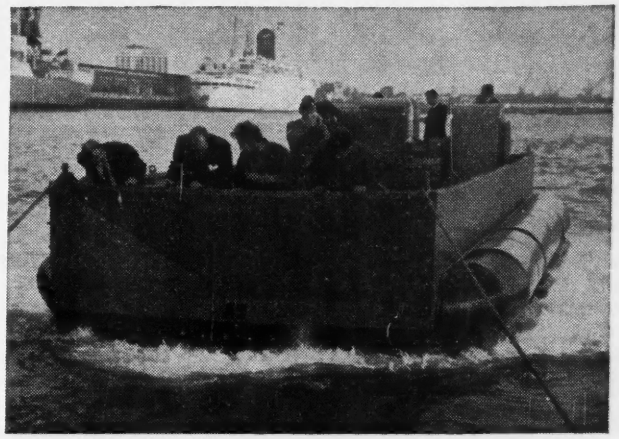
Nigeria

IMPORTATION OF MOTOR VEHICLES: Government Notice No. 1974, 'Importation of Motor Vehicles—Revenue Control', published in the Federal Republic of Nigeria *Official Gazette* of November 25, 1971 gives details concerning the revenue control on motor vehicles imported into Nigeria. The notice also refers to the procedures governing the importation of motor vehicles in general, and may be of interest to exporters of British motor vehicles.

EDB Ext. 471/472/473

RIGHT-HAND TRAFFIC: Exporters of British motor vehicles will wish to be aware of the Nigerian Government's Decree No. 53, the Right-Hand Traffic (Change-Over) Decree 1971. This decree made in Lagos on November 15, 1971 but effective from October 15, 1969 formally established the National Commission for Right-Hand Traffic, and provides for the change over to right-hand traffic on April 2, 1972.

CRE Ext. 3064/3338



Hovertrailers International Ltd, Southampton, have won a contract valued at over £20,000 for air cushion vehicles to operate in mangrove swamp areas in Nigeria. The order was awarded by Pipeline Contractors Inc., of the U.S.A. and is for two hovertrailers of 15 tons capacity each. The units are designed so that they may be linked together side by side in order to transport trench digging machinery and other pipeline equipment and materials.

IMPORT LICENCE EXTENSION FOR THREE MONTHS: The following Government Notice No. 2070 was published in the Federal Republic of Nigeria *Official Gazette* of December 16:

The duration of all unused or partly used import licences issued in 1971 is hereby extended for a period of 3 months, i.e. from January 1 to March 31, 1972. The effect of this notice is that importers are hereby permitted to make shipment in respect of the import licences issued in 1971 up to March 31, 1972. Such licences should NOT be sent to the Ministry of Trade for endorsement and the Board of Customs and Excise will allow the importation of the goods concerned on presentation of the necessary documents showing that shipment has been made not later than March 31, 1972.

EDB 471/2/3

Ghana

IMPORTATION OF DRUGS: Notice to Importers No. 374—'Importation of Drugs—Restriction Of'—was published in the Ghana *Commercial and Industrial Bulletin* of December 17 and gives a list of drugs which have been placed on the Restricted Imports list with immediate effect.

EDB 471/472/473

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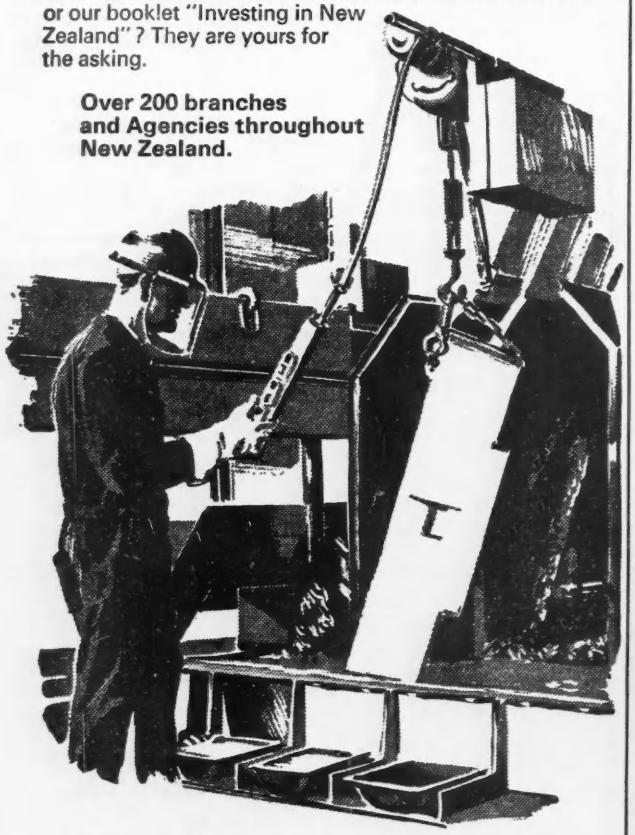

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Australia

CASH SECURITIES ON UNWROUGHT ALUMINIUM: The Department of Trade and Industry has been notified by the British High Commission at Canberra that an investigation is taking place on the question of dumping of unwrought aluminium into Australia (tariff item 76-01). Provisional anti-dumping action by means of cash securities has been introduced on imports of this commodity into Australia from January 1, 1972. Inquiries should be addressed to CRE quoting reference No. CRE 1751/71.

CRE Ext. 2318/2319

New Zealand

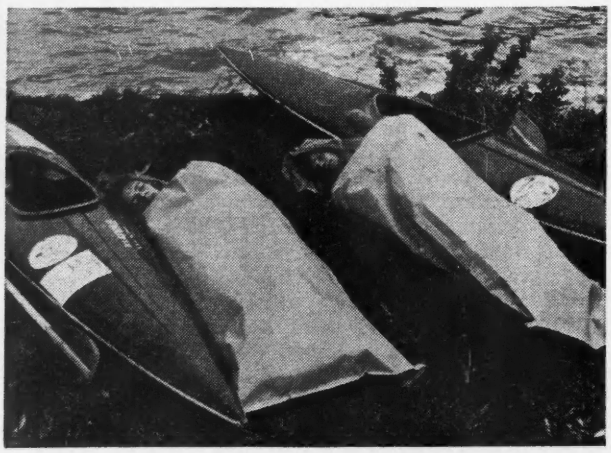
CUSTOMS TARIFF INQUIRY—SELF-ADHESIVE PAPERS: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the Government has accepted the recommendation of the Authority that, pending inquiry and report by the Tariff and Development Board, temporary protection on self-adhesive paper in sheets of an area not less than 300 square inches be afforded by a determination under Tariff item 48.07.18. The Authority also suggested, and Government agreed, that the terms of reference to the Board should include all self-adhesive papers in both roll and sheet form.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report on what form of permanent protection, if any, is necessary in respect of all self-adhesive papers classified in tariff items 48.07.16 to 48.07.19 inclusive. The tariff provisions relating to these goods are set out in the Schedule to this notice. In addition the Minister has asked the Board to take into account the adequacy of the word 'gummed' (as it is used in the tariff) in relation to these papers.

The Board will, in accordance with its normal procedures, conduct a public hearing in the Boardroom, First Floor, Law Society Building, 26 Waring Taylor Street, Wellington, on April 18, 1972, commencing at 10.30 a.m.

Typewritten statements (14 copies) of public evidence and 12 copies of confidential evidence should be lodged with Mr. C. H. S. Rodden Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than March 31, 1972. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (tel. 01-248 5757 ext. 401, 468, 469) each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article eight of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development



Sleep-Dri—the British throw-away paper sleeping bag introduced earlier this year by Reed Medway Sacks, a Reed International company—is being marketed in Australia, South Africa and Canada by Spicers International Ltd. Spicers International have also had inquiries from Japan. Sleep-Dri is made of three layers of tough kraft paper—the outer layers being shower proofed and the inner layer comprising expanded polystyrene for insulation. It is 6 ft. long and just over 2 ft. wide, with a 3 in. wide gusset.

Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', telephone Wellington 43-706)—the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ—and requiring further information should approach the Commercial Relations and Exports Division.

Determination: The following determination under tariff item 48.07.18. gave effect, from October 21, 1971 to the Emergency Protection Authority's recommendation:

Tariff Item No.	Goods	Rates of duty BP	MFN	GEN	Effective from
48.07.18	Self-adhesive paper in sheets	20%	30%	35%	21.10.71
Determination	Aul	Free			

SCHEDULE

Number Current	As from 1.1.72	Description	Rates of duty BP	MFN	GEN
48.07	48.07	Paper and paperboard, impregnated, coated, surfaced-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:			
		Printing and writing paper:			
		Gummed:			
		In rolls less than 10in. wide or in sheets of an area less than 300 sq. in.:			
48.07.16	48.07.021	Rolls	25%	40%	50%
			Aul { 8% 4%	(current as from 1.1.72)	
48.07.17	48.07.029	Sheets	20%	35%	50%
			Aul { 8% 4%	(current as from 1.1.72)	
		Other, in rolls or sheets:			
48.07.18	48.07.031	As may be determined by the Minister	20%*	30%*	35%*
			Aul { 8%* 4%f*	(current as from 1.1.72)	
48.07.19	48.07.039	Other	Free	10%	12½%

* Or such lower rate of duty as the Minister may in any case direct.

Note: The goods under the present reference are only such self-adhesive papers as are classified within the above tariff items.

Ref. CRE 3066/71 **CRE Ext. 2321**

South Vietnam

AGENCY REGULATIONS: The Ministry of Economy of the Republic of Vietnam has announced changes in the rates of deposit payable by commercial representatives and shipping agents. Details are available on request. Reference CRE 14744/2/9.

CRE Ext. 2252

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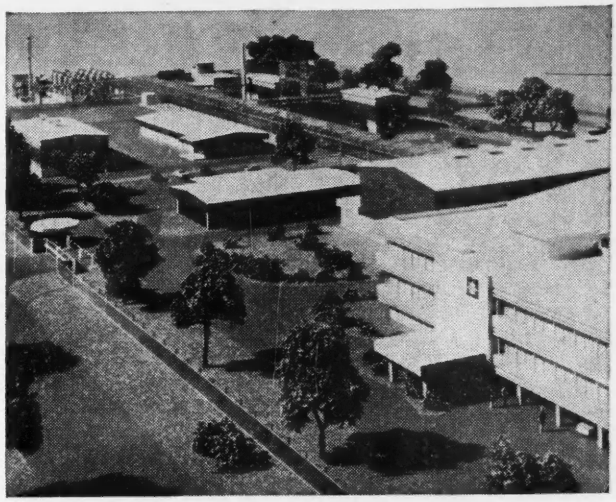

Model of a new pharmaceutical plant to produce semi-synthetic penicillins being designed, constructed and equipped under a £4.4 million (S$32 million) contract for Beecham Research (Private) Ltd. by Taylor Woodrow on the Jurong Industrial Estate, Singapore.

Guyana

EXCHANGE CONTROL: Under the Exchange Control (Amendment) Act (No. 2) 1971 passed on December 15, 1971, sterling and British West Indian dollars are classified as foreign currencies and subject to exchange control. A new schedule to the Act has been introduced containing provision for the protection of Guyana against possible detrimental action by any Government or persons outside Guyana,

EDB Ext. 7312/474/476

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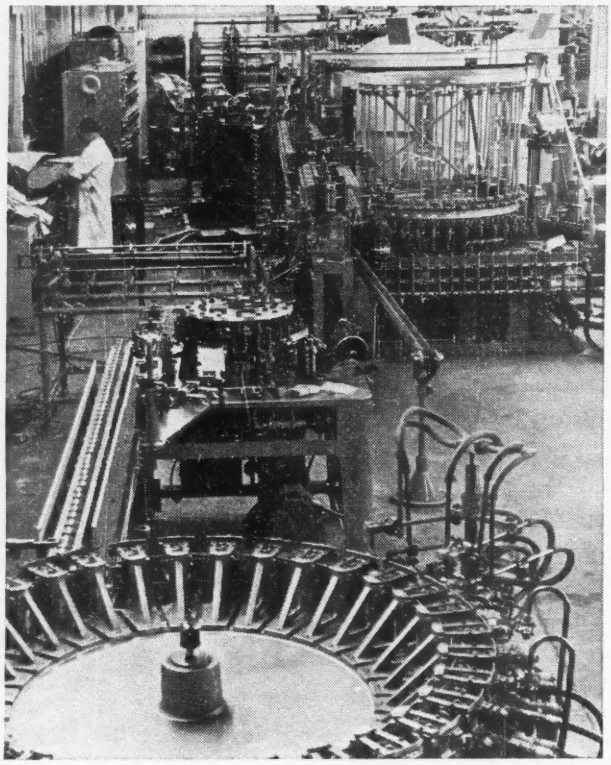

Badalex automatic group of high speed machines for manufacturing fluorescent tubes, for which a contract valued at £400,000 has been signed by the General Electric Company of the Argentine. This is one of the Badalex machine groups which has helped to raise the company's order book to the record level of £5 million in 1971—90 per cent for export markets. Other overseas orders are for vacuum flask and incandescent lamp manufacturing machinery and for mechanised assembly equipment.

Argentina

FURTHER ISSUE OF EXTERNAL BONDS: The Argentine Central Bank has announced the issue of a third series of External Bonds (first mentioned in *Trade and Industry* of August 12, 1971) to be used for payment of foreign debts. The current issue is for a total value of US $20 million and like the earlier issues the bonds are for repayment over five years and carry a rate of interest 1½ per cent above the Eurodollar rate, with a minimum interest rate of 8 per cent. The bonds may be purchased by companies wanting them for payment of outstanding foreign debts for dividends, profits and royalties due by October 31, 1971, but on this occasion the Central Bank will also consider proposals for payment of other foreign debts.

CRE Ext. 2287

Venezuela

CHANGES IN DUTY ON GLASS FIBRE BOATS: The Venezuelan authorities have announced that as from December 1, 1971 the duty on glass fibre boats is as follows:

Tariff No.	Description	Rate of duty: Bolivares per kg +	Rate of duty: *Ad val.*
735.09.01	Launches or canoes, self propelled boats, rowing boats and other small vessels of plastics reinforced with fibre glass, with or without motor		
-1	Up to 1,000 kilos each	10.00	5%
-2	Up to 8,000 kilos each	5.00	5%
-3	Up to 10,000 kilos each	2.00	5%
-9	Over 10,000 kilos each	1.00	2%

EDB Ext. 474/476/7312

Uruguay

PRIOR DEPOSITS: Presidential Decree No. 786/971 of November 30, 1971 stipulates that the following goods shall be included in the regime established by Article 1 of Decree No. 334/971 of June 4, 1971 in as much as they will be subject to a prior deposit rate of 150 per cent cif value (105 per cent when consigned from and originating in another LAFTA country) as from January 1, 1972:

Sub Group	Commodity
42.168	Aluminium ingots
42.270	Cocoa beans
42.273	Cocoa in cake form
42.393	Bleached sulphate cellulose
42.396	Raw sulphate cellulose
42.339	Bleached sulphite cellulose
42.402	Raw sulphite cellulose
42.414	Soda ash or "Solway" soda
42.471	Copper piping, bars or rods
42.474	Copper in sheets
42.477	Copper, bronze and brass in strips
42.606	'Quebracho' extract (Tanolin)
42.636	Synthetic textile fibres in short lengths (carded, combed or prepared in other form for spinning)
42.637	Synthetic textile fibres in short lengths (without having undergone any preparatory spinning process)
42.867	Tinplate
43.135	Newsprint (for newspapers only)
43.318	Powdered or granulated polystyrene
43.322	Powdered or granulated poliolefine
43.324	Chloride of polyvinyl polymerics (PVG) without additives of any kind
43.548	Rods for cigarette filters

The General Directorate of Foreign Commerce may exempt such goods from the prior deposit requirement where the value of the import is in accordance with normal prices prevailing in international markets.

EDB Ext. 474, 476, 7312

Chile

REDUCTION IN IMPORT DUTY: Chilean Decree No. 1434/71, published in the *Diario Oficial* of November 13, 1971, lowers the rate of duty to 30 per cent *ad valorem* c.i.f. on 'motors with gear-box incorporated destined for replacement in public transport and/or collective motor vehicles'. The reduction will also be applicable to goods registered before the publication of this Decree in the *Diario Oficial.*

ESD Ext. 474/476/7312

EXEMPTION FROM IMPORT DUTY: Chilean Decree No. 1962/71, published in the *Diario Oficial* of December 13, 1971, temporarily suspends both the specific and the *ad valorem* rates of duty on 'crude rape oil for human consumption in bulk, in tankers' (BN 15.07). The duties will be suspended for a period of 150 days as from December 13, 1971.

EDB Ext. 474/476/7312

PRIOR DEPOSIT: By Session 732/71, published in the Chilean *Diario Oficial* of November 2, 1971, a prior deposit payable at the rate of 10,000 per cent (ten thousand) *ad valorem* cif was imposed on 'Olympic shells' (falling under BN 89.01).

ESD Ext. 474/476/7321

Jamaica

INDUSTRIAL INCENTIVES LAW, 1956: The following products have been declared 'approved products' for the purposes of the above law:

Galvanised steel sheets and coils manufactured from uncoated steel.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE Ext. 2627

Grenada

TOILET SOAP IMPORTS: The Grenada authorities draw attention to the fact that under the Oils and Fats Agreement, the importation of toilet soap is restricted to brands costing more than 18 cents c.i.f. per 3½oz tablet, or the proportionate equivalent.

EDB Ext. 474/476/7312

Canada

MOTOR VEHICLE SAFETY REGULATIONS: The Canadian Ministry of Transport has issued a news release announcing proposed amendments to the Motor Vehicle Safety Regulations which would provide more stringent requirements concerning exhaust emission controls, to come into effect in three stages—1973, 1975 and 1976. A further notice will be published as soon as the proposed regulations are received. In the meantime copies of the news release, which gives some details of the proposed amendments and states that interested parties are invited to submit representations on the proposals, are available from Commercial Relations and Exports Division.

CRE Ext. 2629

GLAZED CERAMICS: A notice in *Trade and Industry* of January 6 (page 34) referred to amendments to the Hazardous Products (Glazed Ceramics) Regulations which set a cadmium safety standard and make minor changes in the labelling requirements. Copies of the amendments are now available from Tariff Section.

EDB Ext. 455/456/457

MOTOR VEHICLE SAFETY ACT: The Canadian Department of Transport has issued a notice listing a number of proposed amendments to the Motor Vehicle Safety Regulations. Interested parties may make representations to the Minister of Transport concerning the proposed amendments before March 1, 1972. Copies of the notice are obtainable from Commercial Relations and Exports Division.

CRE Ext. 2629

TEXTILE LABELLING ACT AND REGULATIONS: The Canadian Department of Consumer and Corporate Affairs has issued a news release about the Textile Labelling Act, an Act respecting the labelling, sale, importation and advertising of consumer textile articles. The Act is now in force and, together with the regulations, is designed to provide Canadian consumers with full information as to fibre content in practically all wearing apparel, fabrics and household textile products sold in Canada. The regulations have not yet been received but it is understood that in general they will not become effective until December 1, 1972 in order to allow time for manufacturers to change their present labels.

Briefly, all articles prescribed by the Act must carry three basic pieces of information: (1) The generic names of each fibre present in an amount of 5 per cent or more, in descending order of prominence by weight (a fibre in an amount of less than 5 per cent may be designated as 'other fibre'); (2) the percentage content of each fibre identified, (3) the name and postal address of the 'dealer', that is the individual or firm responsible for labelling the article (the dealer may use a number instead of his name and address if he applies to the Department of Consumer and Corporate Affairs for an identification number registered for his exclusive use). Labels providing this information in both English and French must be attached to the product or be clearly visible to the consumer at the time of purchase.

The Act also provides authority for enforcement of the new regulations and a system of forfeiture and penalties in the event of conviction for an offence.

The Department of Consumer and Corporate Affairs hopes that when manufacturers are changing their labels under the new regulations they will also adopt the textile care labelling system which the Department sponsored. This system of providing textile care information by means of a series of symbols is, however, not mandatory.

The news release also states that a section of the new regulations which is effective immediately, deals with misrepresentation in both labelling and advertising. Essentially the same regulations apply in supplying information through media advertising as in the case of labelling.

A further notice will be published as soon as the regulations are received. Meanwhile, copies of the news release are available to British exporters on application.

EDB Ext. 455/456/457

MINERAL WATERS: The Canadian Food and Drug Directorate have issued Trade Information Letter No. 362 advising that consideration is being given to the enactment of regulations in regard to the definition and labelling of mineral waters.

Copies of the Trade Letter, which contains a list of the requirements which would be embodied in the proposed regulations, are available.

CRE Ext. 2629

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Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
467	The New Customs Tariff and Overseas Trade Classification
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

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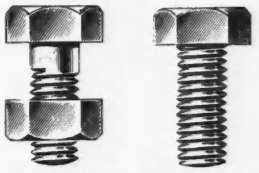

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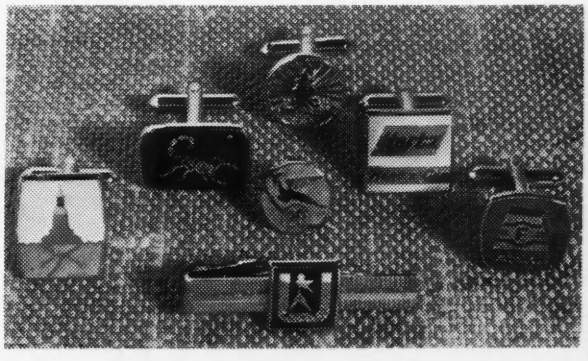

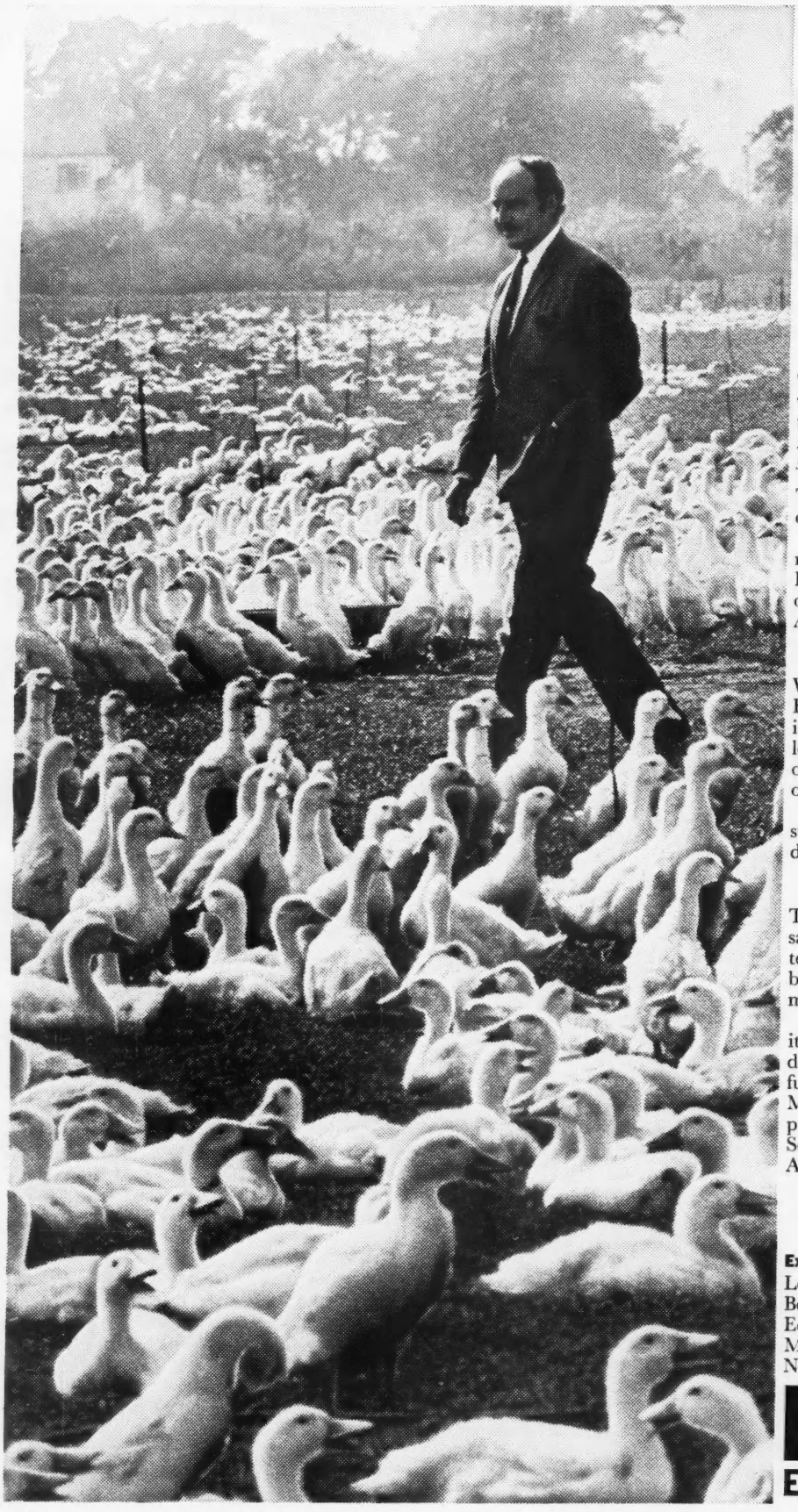

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'It's tough selling ducks overseas. We wouldn't make it harder by selling them without ECGD credit insurance.' *Mr J.H.B., sales director, seen here with some of the birds his company exports.*

Three million ducks a year are raised on this 900-acre farm in Lincolnshire.

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